FLEET OWNER

McGRAW-HILL'S MAGAZINE OF FLEET OPERATIONS

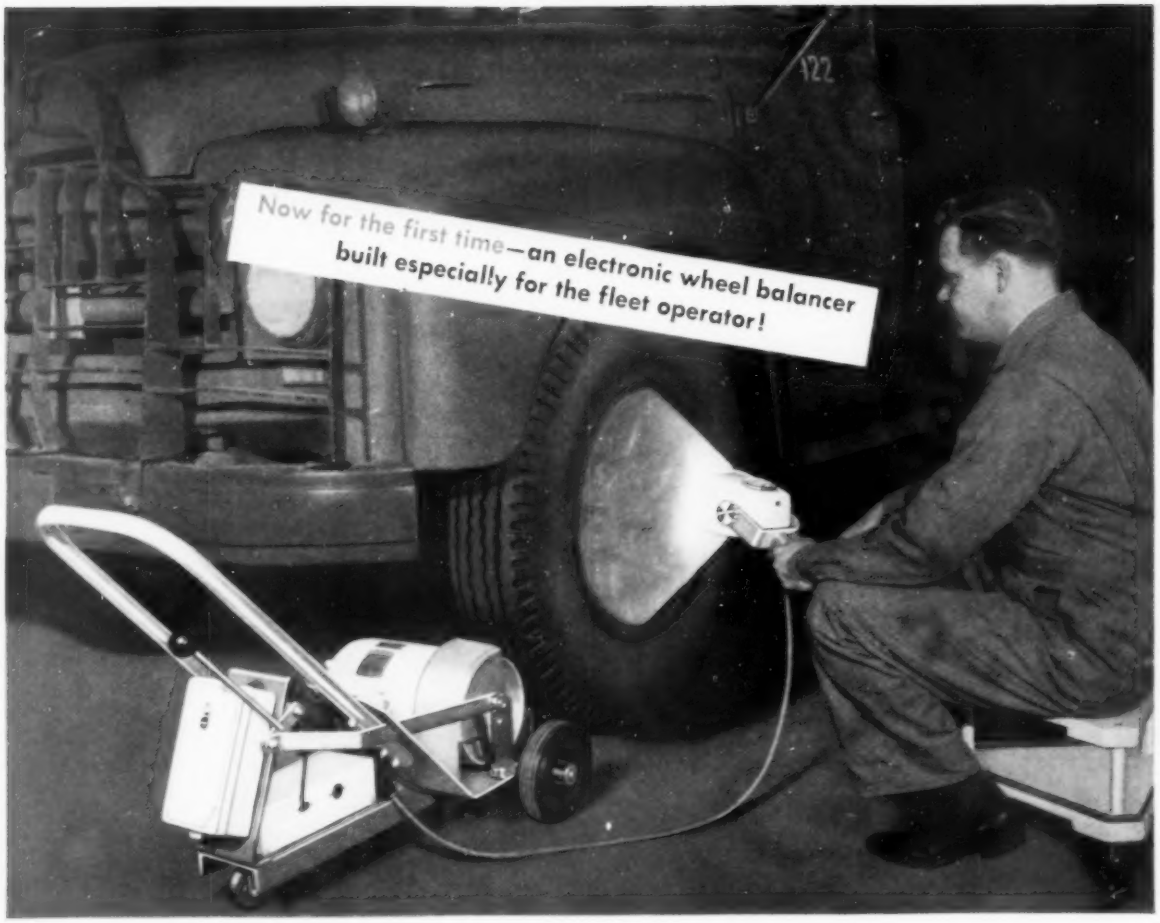
MAY · 1958
50 CENTS

ADDITIVES
What they are—How they are used—p.66

USED VEHICLES

How 150 different fleet operators handle their vehicle retirement problem—region by region—p. 53

Complete contents on p. 5



New Alemite *on-the-truck* Wheel Balancer

Alemite announces a powerful new electronic wheel balancer – built especially for trucks and buses – for fleet owners who want maximum protection of their vehicles, plus more profit out of every mile they're on the road!

The new Alemite wheel balancer services either tractors or trailers and all sizes of wheels, without removing them from the vehicles. There are no attachments to buy. It never becomes obsolete with changes in size of rims or tires. Only the Alemite balancer corrects both up-and-down and side-to-side unbalance with a dual control vibration pick-up that registers vibrations as small as 2/1000 of an inch at all speeds.

• Extra heavy-duty 5-hp spinner turns wheels at all speeds • Exclusive hand strobe light with meter gives faster, easier, more accurate balancing . . . works outdoors as well as indoors to prevent tying up work pits • Prolongs tire life up to 30% • Reduces front end maintenance costs • Reduces driver fatigue . . . increases safety.

Mail Coupon for Free Catalog!

Alemite, Dept. AZ-58
1850 Diversey Parkway, Chicago 14, Illinois

☐ Please send me Wheel Balancer Catalog.
☐ Please arrange for free wheel balancer demonstration.

Name .....

Company .....

City ..... Zone ..... State .....

Symbol of SW Excellence

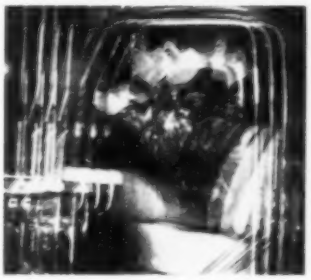
ALEMITE DIVISION
STEWART-WARNER CORPORATION

1850 Diversey Parkway, Chicago 14, Illinois

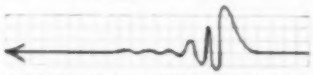
Complete contents on p. 5

"I did like you said, boss—I called driver McMuscle a sissy for insisting on a full-depth Airfoam seat!"

This shakedown costs more than you think:

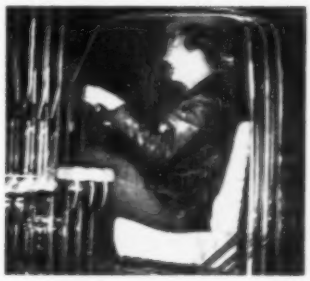


Spring-and-Padding Truck Seat in Action — multiple-exposure photo shows how such seats amplify drags and jars of normal truck operation. Also, how time-lag in spring action bounces driver UP as controls come DOWN. Driver's reflexes attempt constant compensation during run, resulting in cramped muscles, frazzled nerves, weariness and inefficiency. Even the cushions wear out faster!

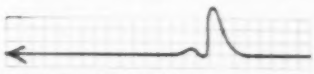


Actual "Damping Curve" Chart—showing how spring-and-padding truck seat bounces repeatedly after bumps.

AIRFOAM helps drivers, cuts repairs, replacements:



Full-Depth AIRFOAM Truck Seat in Action—multiple-exposure photo shows how over half-a-million fresh-air cushions in each cubic inch of AIRFOAM muffle and absorb drags, jars and jounces. AIRFOAM, being all one piece, also distributes driver's weight, helps him ride with the controls. Result: fresher, happier, more efficient drivers—cushions that don't sag, snag or break down.



Actual "Damping Curve" Chart—showing how AIRFOAM truck seat bounces less and quickly returns to normal after bumps.

Goodyear, Engineered Products Dept., Akron 16, Ohio

You can specify Full-Depth AIRFOAM seats and backs as original equipment on any truck!

Airfoam MADE ONLY BY GOODYEAR

The World's Finest, Most Modern Cushioning

Airfoam—T.M. The Goodyear Tire & Rubber Company, Akron, Ohio

"We've found the way to get extra thousands of miles between major overhauls"

—says R. A. Munder, President, Yellow Rental, Inc., Div. of Ryder System, Philadelphia, Pa.

Charter Member: National Truck Leasing System

"We operate approximately 640 trucks on a lease basis in the Philadelphia area," explains Mr. Munder. "Naturally these vehicles get hard, continual use. Our company completely services and maintains these vehicles—and we've found that we can cut wear and replacement costs substantially by observing strict preventive maintenance schedules and using Texaco products exclusively.

"All our engines are Texaco-lubricated and fueled. Every chassis is lubricated with *Texaco Marfak* and every wheel bearing with Marfak Heavy Duty. All transmissions and differentials

are lubricated with Texaco Universal Gear Lubricant EP.

"We're more than satisfied with Texaco products and service—I heartily recommend them to you."

Satisfaction like Mr. Munder's results from the fact that Texaco products are developed to do specific jobs—and do them efficiently.

For example, Texaco Marfak gives chassis best protection against rust and wear . . . because it seals out dust and moisture, performs its lubricating job for extra hundreds of miles.

Wheel bearings last longer when they're protected by Texaco Marfak Heavy Duty. It stays in the bearings even under the toughest conditions and doesn't require a seasonal change.

And Texaco Universal Gear Lubricant EP helps gears give many more miles of service at lowest maintenance cost.

There is a full line of Texaco lubricants, designed to keep your fleet running efficiently and economically. For help in selecting the right ones for you, call the nearest of more than 2,000 Texaco Distributing Plants in the 48 States, or write The Texas Company, 135 East 42nd Street, New York 17, N. Y.

TEXACO

IN ALL 48 STATES

LUBRICATION IS A MAJOR FACTOR IN COST CONTROL

(PARTS, INVENTORY, PRODUCTION, DOWNTIME, MAINTENANCE)

Security Cartage Company Chooses Midland For Reliable, Low-Cost Service

"WE'RE mighty particular about our equipment," comments E. W. Krause, president of Security Cartage Company, Fort Wayne, Indiana, "because we know what an important factor it is in building customer satisfaction — and in maintaining high safety standards.

"We've used Midland Power Brakes for years and we're very happy with the results. They're dependable, require much less maintenance, and are more economical to operate."

Midland Power Brakes are chalking up outstanding performance records in major fleets everywhere. Next time you order new trucks and trailers, specify Midland Power Brakes. And for replacement components and accessories, see your nearest Midland Distributor — or contact the factory direct.

MIDLAND POWER BRAKES

MODEL 7.4 COMPRESSOR

Midland HE* Air Compressors have many exclusive advantages, are known for their clean, carbon-free operation, their ability to produce pressure faster with less power.

*Highest Efficiency

The Most Complete Line of Braking Equipment

MIDLAND-ROSS CORPORATION

OWOSSO DIVISION • OWOSSO, MICHIGAN

Export Department: 38 Pearl Street, New York, N.Y.

M-R MIDLAND-ROSS CORP.

Security Cartage Company, Fort Wayne, Indiana, operates 366 pieces of equipment, has modern terminals in 9 cities throughout Indiana, Illinois, and Ohio. Its rapid growth reflects its emphasis on fine equipment, the most efficient facilities, and carefully trained personnel.

STORIES TO WATCH FOR IN **FLEET OWNER** MAY 1958

Has Jimmy Hoffa Turned Over a New Leaf? 16

Fleetmen Tell Oil Companies What's Wrong 18

Detroit Is Tooling Up for Small Cars 22

Why Midwestern Truckers Ask Rate Boosts 26

How Psychology Can Help You Pick Drivers 30

When a vehicle "bites the dust" it can still pay off

Used Vehicles—10 Ideas to Up Payoffs 53

Fleet Owner picked the best of what truck and bus men are thinking on the problem of what to do with old equipment. Here it is, boiled down for fast reading.

Used Vehicles—How 150 Fleets Handle Them 54

Region by region, this story shows you how fleets all over the country plan their retirements, why they do or don't cannibalize, how they find customers, whom they sell to, and how they get the most for old equipment.

Three New Books Offer Aid to Fleetmen 58

A little reading can save you a lot of wasted time—if it gives you added "know how." These new editions may contain the answers you've been looking for.

Here's a different approach to management-labor relations

"I Have to Sell My Employees On Benefits" 59

That's what Texas trucker Ray Smith has to say after nine years of offering his personnel what is undoubtedly one of the most unique "fringe benefits" in industry. Here's the story behind it, in Smith's own words.

How to Fit Drivers Into Your PM Program 63

The secret is in having forms, not red-tape. These three examples will show you how you can get your drivers to pinpoint problems your shopmen need to know about.

You can cash in on the benefits if you have these facts

What You Need to Know About Additives 66

If you're keeping up with the trends in the industry, you're either using fuel and oil additives or thinking about them. This story will tell you how to pick correctly, how to make sure you get what you pay for.

For more contents turn to next page

Published by McGraw-Hill Publishing Co. **Subscription rates** for individuals in field of publication in the United States, possessions and Canada: $3 one year, $4 two years. Single copy 50¢ unless otherwise indicated; all other countries, $15 a year payable in advance. **For subscription and change of address:** Write to Subscription Manager, Fleet Owner, 330 W. 42nd St., New York 36, N. Y. **Subscription orders must indicate company, number of vehicles operated, and position.** Subscribers should notify publisher promptly of any change of address, giving old as well as new address and including postal zone number, if any. If possible, enclose an address label from a recent issue of the magazine. Please allow one month for change to become effective. **Postmaster:** Please send form 3579 to Fleet Owner, 330 W. 42nd St., New York 36, N. Y.

FLEET OWNER
MAY, 1958 • VOL. 53, NO. 5

Contents . . . Continued from page 5

Fleet Air-Conditioners: 6 Ways to Top PM 86

Now's the time to start thinking about passenger and driver comfort—before the hot weather hits. This batch of tips from an expert will guarantee you top performance, economical operation from air-conditioning units.

LP-Gas Outlet Guide—Part II 92

This listing is an essential for your routing file if you use LP-Gas. Check last month's FLEET OWNER if you missed the first part of this complete listing.

Here's a Way to Boost Your Floor Space 147

Got a stockroom that's threatening to take over your whole shop? Check this different approach to storage. It's the biggest news in this month's new products.

Torque Wrench Adapters and Attachments 166

If you know how to use them, these devices can step up the effectiveness of your tools. Here's another story in FLEET OWNER's hand tool series to give you the facts.

Experts Say FLEET OWNER Staff's a Winner 216

Tooting our horn? Possibly, but we think this award is important to you too. It's the test of what you read.

This month's departments

Story Behind the Story 9
Fleet Stock Quotations 13
Labor Trends 16
Detroit News 18
Passenger Car Operation 22
Reports in Brief 26
Fleet Medicine 30
Letters to the Editor 35
Fleet Trends 49
Automotive Showcase (New Products) 147
Shop Kinks 178
Your Personal Business 187
Coming Events 192
Training Courses 192
New Bus Deliveries 203
Across the Editor's Desk 216

Watch for these stories in up-coming issues:

The facts on power steering for fleets. Maybe you're wondering whether it would pay to try power steering on your vehicles. This story will give you the facts you need to make up your mind. It will tell how power steering works, what systems are available, important points in their maintenance.

Tractor wheel seals—are you ready for them? If you aren't, if there are some questions in your mind, here's your chance to get the answers. You'll see in pictures how to install them on vehicles.

How to set up and run a safety program. Insurance costs climbing in the wake of accidents? You can do something about it. This special report will give you the basis to completely revamp your fleet's thinking on safety. Backed up by extensive research, it will tell you just what to do.

FLEET OWNER

Editor
CASWELL SPEARE

Executive Editor
EARL F. THEISINGER

Managing Editor
ROBERT K. MOFFETT

Technical Editor
EDWARD ECKERT

Detroit Editor
HOLGER RIDDER

Assistant Editors
DOROTHY ATKIN
LON HARRIMAN
F. BRYAN WILLIAMS

Editorial Assistants
MIMI O'SHEA
MARIANNE FARRELL

Art Director
ROBERT J. TUCKER

Color Consultant
HOWARD KETCHAM

Medical Consultant
HAROLD BRANDALEONE, M.D.

Washington Bureau
GEORGE BRYANT, JR., Director
ALAN ADAMS, Labor Editor

Domesitc News Service
W. G. MELDRUM, Cleveland
CHARLES T. DIXON, Atlanta
KEMP ANDERSON, JR., Dallas
M. RALSTON, Pacific Coast

Advertising Sales Manager
JOHN E. SLATER

District Managers
RAYMOND KELLY, New York
ROBERT L. LEYBURN, Philadelphia
CARL E. MELZER, Cleveland
H. MACK GREGORY, Detroit
PAUL B. KISSEBERTH, Detroit
EDWARD J. BOBIT, Chicago
A. LESLIE MEYERS, Chicago
M. H. MILLER, Atlanta
W. WOOLSTON, San Francisco
RUSS ANTLES, Los Angeles
E. E. SCHIRMER, Dallas
J. W. PATTON, Denver

Merchandising & Promotion
H. T. HOWLAND

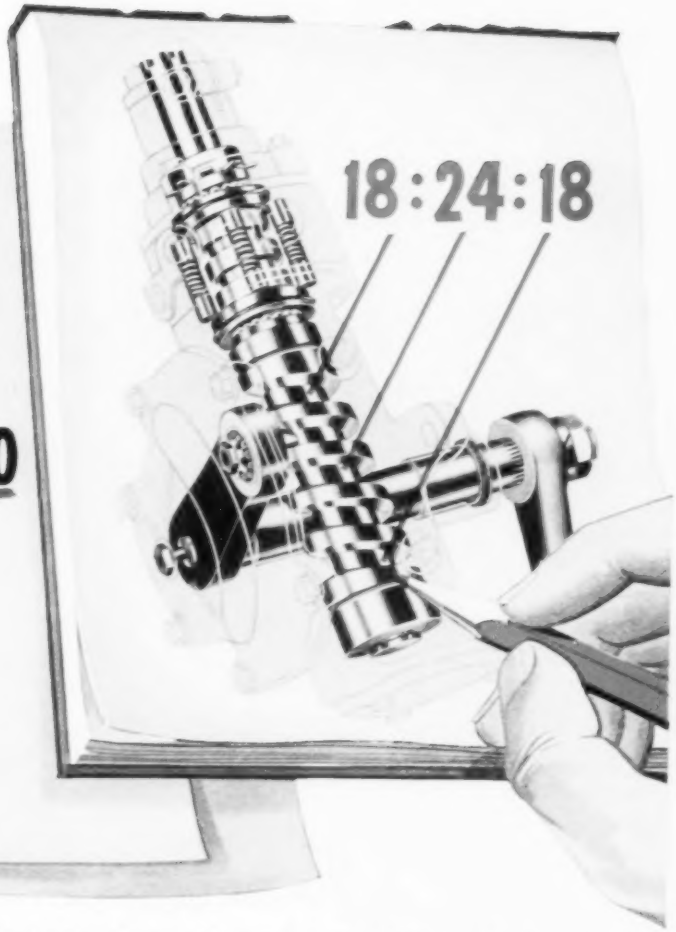
Market Research
T. A. CONVERY

Publisher
SHELTON FISHER

FLEET OWNER is published monthly by the McGraw-Hill Publishing Company, Inc., James H. McGraw (1860-1948), founder. Publication office: 871 N. Franklin St., Chicago 10, Ill. See page 5 for directions regarding subscriptions or change of address. **Executive, editorial, circulation and advertising offices:** 330 W. 42nd St., New York 36, N.Y. Donald C. McGraw, president; Joseph A. Gerardi, executive vice president; L. Keith Goodrich, vice president and treasurer; John J. Cooke, secretary; Nelson Bond, executive vice president, Publications Division; Ralph B. Smith, vice president and editorial director; Joseph H. Allen, vice president and director of advertising sales; A. R. Venezian, vice president and circulation coordinator. Second-class mail privileges authorized at Chicago, Ill. Printed in U. S. A. Title registered in U. S. Patent Office ®.

Copyrighted 1958 McGraw-Hill Publishing Company, Inc., all rights reserved.

ONLY ROSS GIVES YOU VARIABLE-RATIO POWER STEERING



Variable-ratio provides with *one* steering gear alert response and maneuverability that it would take two gears, of any other type or make, to supply.

Variable-ratio gives faster steering and quicker recovery for turns, and slower steering and greater stability for high-speed, straight-ahead operation.

The ratio variation, of course, can be whatever your steering job requires. For example, 18:24:18 would give you an 18 to 1 ratio for turns, and a 24 to 1 ratio for straight-ahead handling.

Variable-ratio is an exclusive feature of Ross Hydrapower power steering and Ross Cam & Lever manual steering. No other type or make of steering gear provides it.

Ross makes all three types of hydraulic power steering—integral, semi-integral and linkage—and invites discussion of any steering problem, power or manual, variable or fixed ratio.

Ross

HYDRAPOWER

ROSS GEAR & TOOL COMPANY, INC. • LAFAYETTE, INDIANA

Gemmer Division • Detroit

B.F.Goodrich

Smileage!

Another tubeless truck tire success story

How McCue Transfer gets 100,000 miles before retreading!

McCue Transfer Co., Hutchinson, Kansas, operates 73 units that carry 20 tons of salt and grain. Trucks work 56 hours a week on long hauls. Tire service was disappointing until McCue tried B.F.Goodrich Power Express Tubeless tires with FLEX-RITE NYLON cord body. The result: as much as 100,000 miles before retreading. 90% reduction in road delays, 25% savings on tire costs.

X-99 tread compound in Power Express tires prevents cracking and cut growth. 17% more gripping edges give you extra traction and skid resistance. The inner liner that replaces the tube prevents sudden flats, guards against bruise-blowouts. Tubeless tires save weight over conventional wheel assemblies, eliminate tube and flap trouble, run cooler, cut maintenance costs.

See money-saving B.F.Goodrich Tubeless truck tires at your dealer's today. *B.F.Goodrich Tire Co., A Division of The B.F.Goodrich Co., Akron 18, Ohio.*

Specify B.F.Goodrich Tubeless tires when ordering new trucks or trailers

Your B.F.Goodrich dealer is listed under Tires in the Yellow Pages of your phone book

B.F.Goodrich *tubeless truck tires*

May's Story Behind the Story:

Why We Developed A Faster Nationwide Survey Technique

THE USUAL SPECIAL REPORT IN FLEET OWNER takes from six to 18 months to develop. This has no ill-effect on the timeliness of the story because the subjects are "timeless." For example, when we develop a special report on tires, the month we publish it is unimportant. Tires are, have been, and will be a major maintenance problem.

But suppose we want a quick answer to a current question where time is important? With the same research techniques used in developing a special report, the minimum time for development would be six months. Obviously, we had to find a faster technique for "time" stories.

We picked used vehicles as a subject . . .

. . . because we wanted to be sure the technique would work. Actually, how to get rid of used vehicles is a "timeless" subject, but we didn't want to experiment with a "time" subject. If we failed, we would be unable to give our readers a story that might be of vital importance to them in a particular month. We shouldn't have been so cautious. Results were excellent.

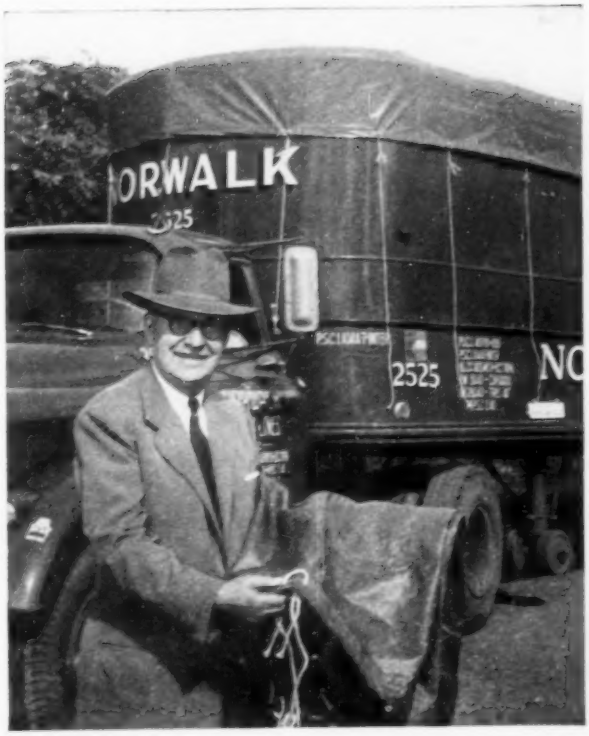
Here's how the technique works . . .

. . . once the subject is selected. (In this case, "How to get rid of used vehicles.") A basic questionnaire is developed. This questionnaire is pre-tested by FLEET OWNER editors. (For example, the "used vehicle" questionnaire was pre-tested by field interviews in New York and St. Louis.) Once the bugs were out of the questionnaire an instruction sheet is written for each of our news bureau chiefs, and 20 copies of the questionnaire are sent to each. They are instructed to field-interview the first five fleets so they have a good idea what to expect. The 15 remaining interviews are conducted by phone.

Results? In one week we found we can have 150 to 200 interviews conducted in the following cities: New York, Washington (D. C.), Atlanta, Dallas, Cleveland, Denver, Los Angeles, San Francisco, Chicago and Detroit. Now that we know we can do the job, you'll be seeing more of this type of story in FLEET OWNER.

Let us know what you think . . .

. . . of the first story. You'll find it on page 53, this issue. And if you have any ideas on other subjects you'd like to see investigated, please drop us a note. As we've said so often in the past, many of the best story ideas in FLEET OWNER come directly from you, the reader.



"Translucent vinyl-coated nylon tarps handle easier, need little maintenance"

—says Mr. John F. Ernsthausen, President, Norwalk Truck Lines

"We selected vinyl-coated nylon tarps for their lightweight handling ease on about 400 of our trailers. Just one man can cover a truck. And freight handlers find loading operations improved, because these tarps let light through for increased visibility inside the truck.

"Coated nylon tarps are waterproof . . . rain and dew dry off quickly. They're dirt-resistant, too. Our Maintenance Department has never had to clean them. Since our switch to coated nylon, we've been able to trim manhours devoted to tarp handling by one-third."

. . .

FIND OUT how coated nylon tarps can improve your fleet operations. Ask your fabricator or supplier for information, or drop a line to: E. I. du Pont de Nemours & Co. (Inc.), 5518 Nemours Building, Wilmington 98, Delaware.

DU PONT

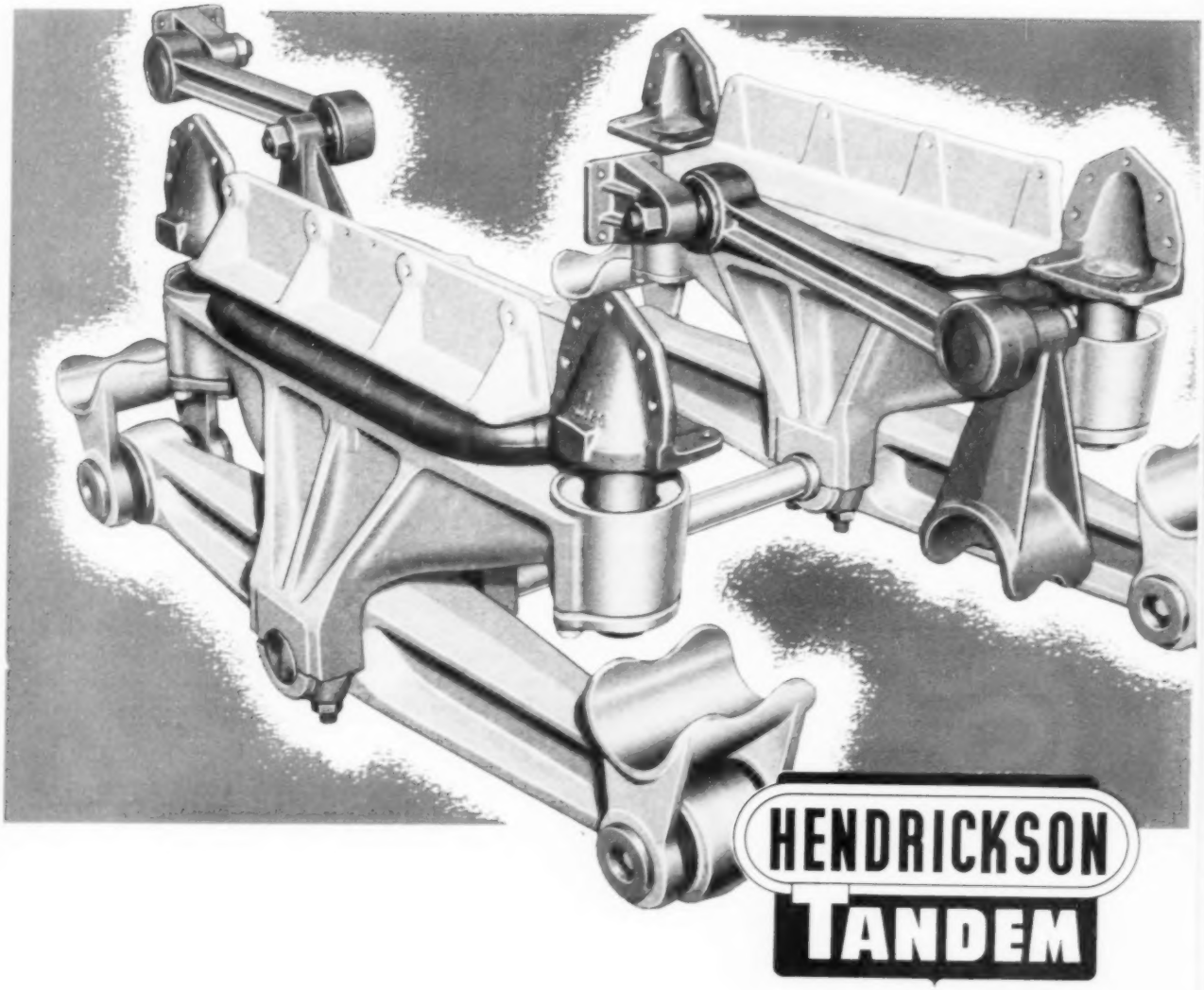
REG. U.S. PAT. OFF.

Better Things for Better Living . . . *through Chemistry*

COATED NYLON FOR TARPS—LONG WEARING...LIGHTWEIGHT ...EASY TO HANDLE...WATERPROOF...RESISTANT TO ROT AND MILDEW

NOW! HENDRICKSON AIR

a proven design



TANDEM SUSPENSION

for air springing!

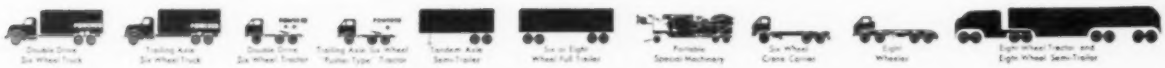
The Hendrickson Air Spring Suspension is one of the most revolutionary advancements in tandem axle suspension engineering. The inherent features of the Hendrickson Suspension allow for the use of air springs, that are mounted on aluminum spring saddles, without change or modification over the proven basic design. The air springs are relieved from all functions except the cushioning of the load.

The Hendrickson principle of load cushioning, weight distribution and torque absorption, is the same on this new air unit as on the job proven "RT" steel spring and "RS" rubber load cushion units.

- ***why air?***—In many truck and trailer installations, the ratio of the sprung weight between empty and loaded will vary as high as 10 x 1. AIR provides the most flexible means of meeting this wide span, and of giving a cushioned ride throughout the entire range. CONSTANT FRAME HEIGHTS mean that axle articulation remains the same, WHETHER LOADED OR EMPTY. CARGO DAMAGE is MINIMIZED by the cushioning effect of air springs.
- ***torque absorption***—Starting and braking torque are absorbed through the use of the Hendrickson patented vertical drive pin design. This design relieves the air springs from any function except the cushioning of the load.
- ***interchangeability***—The Hendrickson "AR" Suspension is interchangeable with all other Hendrickson Suspensions. The "AR" Suspension can be applied to all standard axles and brakes, eliminating necessity for stocking special axles or parts. No shock absorbers are required.
- ***safety***—Even accidental loss of air in the system does not create an emergency—the Hendrickson "AR" Tandem still functions fully loaded. There is a maximum of 1¼" deflection in the air spring which carries the load only. So, loss of air does not affect articulation of the axles.
- ***leveling valves***—Leveling valves regulate the amount of air pressure required for the load in addition to keeping the frame at constant height. The valves are externally mounted, with protective cover, for easy access. Air pressures will vary from 3 pounds to 80 pounds.

- Maintains constant height at all load conditions
- Balances spring rate to load carried
- Eliminates lubrication requirements
- Vertical drive pins eliminate sway bars
- Cuts weight—weighs only 642 lbs. for 34,000-lb. suspension

HENDRICKSON MFG. CO. • 8001 WEST 47TH ST. • LYONS (Chicago Suburb) ILL.



COOL CARGO THAT PAYS ITS OWN WAY!

New Harrison *Cool-Pack* Air Conditioner Increases Driver Efficiency—Boosts Company Prestige!

Take the heat out of every haul . . . with Harrison's new *Cool-Pack*. It's a big morale booster and makes driving your cars and trucks a real pleasure. This handsome, low-cost air conditioner fits conveniently under the instrument panel—is compact, fast and efficient. Four adjustable outlets pour refreshing air in any direction at the touch of a finger. With a *Cool-Pack* installed, fatigue never catches up with your drivers and salesmen. They stay alert and neat to make a powerful selling impression for your company. *Cool-Pack* is a product of Harrison, makers of the famous "under the hood" air conditioning systems for all General Motors cars. A cool cargo that will pay its own way every trip, *Cool-Pack* is available now for all 1958 Chevrolet, Pontiac and Buick cars and most Chevrolet trucks.

cool air by the carload

HARRISON
AUTOMOTIVE AIR CONDITIONING

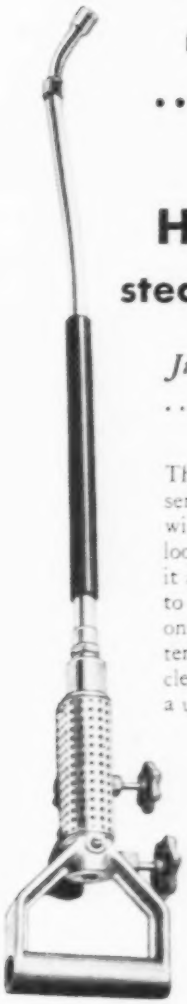
A GM PRODUCT—AVAILABLE AT YOUR GENERAL MOTORS DEALER

HARRISON RADIATOR DIVISION, GENERAL MOTORS CORPORATION, LOCKPORT, N. Y.

The Stock Market Fleet Price Listings

HERE'S AN EXPANDED LISTING of fleet stock prices that includes 50 truck and bus companies. Quotations are as of April 22, 1958, from Shields & Co., 44 Wall St., New York, N. Y. The columns of figures, reading left to right, show total dividends paid in 1958, current bid and asked prices, highest and lowest prices quoted for the stock in 1958. Abbreviations in parentheses after each company name indicate where that stock is traded: OTC (over the counter), NY (New York), Phil (Philadelphia), Balt (Baltimore), Bost (Boston), Cinc (Cincinnati), Amer (American), MidWest (Mid West), PacCoast (Pacific Coast).

	Div.	Bid	Asked	High	Low
AssocTransp(OTC)	—	3	3¾	4	2⅞
AssocTruckLi(MidWest)	17½	8⅝	9	—	—
BaltTrans(PhilaBalt)	25	5⅜	5¾	7¼	5¾
CentWisMotTransp(OTC)	10	5½	6	—	—
CincTrans(Cinc)	—	4½	4⅞	5	4⅜
CityCoachLi(OTC)	—	9	10½	—	—
ConsolFrtways(OTC)	20	15⅞	16¼	15⅝	12⅝
ContTranspLi(OTC)	17½	8⅝	8⅞	—	—
CooperJar(Amer)	25	7	—	7⅜	6⅞
DallasTrans(OTC)	08¾	6	6¼	6	5
DenverChi(OTC)	25	18½	19½	20⅝	17¼
DenverTramway(OTC)	—	1	1½	—	—
Det&CanadaTun(OTC)	50	14¼	14⅝	14¼	12¼
EastMassStRwy(Bost)	—	⅝	1¼	75	50
FifthAvCoach(NY)	50	18⅝	19	24¼	19⅝
FtWorthTrans(OTC)	10	4⅝	—	—	—
GaryRwys(MidWest)	05	2⅝	3¼	—	—
Galveston-Houston(OTC)	50	7	7½	7⅝	6½
Greyhound(NY)	25	16⅝	16⅞	15⅝	14⅝
IndianpTrans(OTC)	—	14	—	—	—
InterstaMotFr(OTC)	25	16¾	17¼	16¾	14⅝
InterstaMotLi(OTC)	—	14¼	14⅝	—	—
KansasCityPS(OTC)	—	3⅛	3½	3	2⅞
LosAngTrans(OTC)	35	20⅝	20⅞	20	17
McLeanTrucking(NY)	30	9	—	9⅝	8⅝
MemphisStRwy(OTC)	—	2	—	2	2
NatCityLi(NY)	50	21⅝	—	23⅝	19¼
NiagFrontTrans(OTC)	30	8¼	9	8½	6⅝
OvernteTransp(OTC)	21	12	13	—	—
PIE(OTC)	20	10	10½	12⅝	10
PhilaTransp(PhilaBalt)	—	6⅞	7	6⅞	4⅝
PittRwys(Amer)	—	5⅝	5¾	6⅝	5¾
PortlandTrans(OTC)	—	4¾	5¼	—	—
RwyEquip&Rlty(PacCoast)	50	7	7¾	7¼	5¾
RoadwayExp(OTC)	17½	9½	9¾	9¼	7⅞
RochesterTrans(OTC)	10	4¼	4¾	4⅛	4
RyderSyst(OTC)	25	19½	19⅞	19⅝	13
SanAntonioTrans(OTC)	60	9¼	—	—	—
StLouisPS(MidWest)	25	7⅞	—	8¼	6⅞
SyracuseTrans(OTC)	50	18	20	18	17½
TransconFrtLi(OTC)	—	11	13	—	—
TransconBusSys(OTC)	—	2	2⅝	—	—
TwinCityRapTrans(NY)	90	12¾	—	13⅛	10⅛
USFrtLi(NY)	37½	23¾	—	24¾	21½
USTruckLi(OTC)	40	24	24½	20½	18¾
UnitedTraction(OTC)	—	11	14	—	—
UticaTrans(OTC)	—	3½	—	—	—
WatsonBrosTransp(OTC)	13	5⅝	5⅞	6⅝	4¼
West TownsBus(OTC)	—	2	2¾	—	—



Power-clean

motors, chassis

...with the new

Oakite

HURRICLEAN

steam-detergent gun

Just aim at dirt
... and it's gone!

The new Oakite Hurriclean gun sends a jet-blast of steam charged with Oakite detergent, that rips loose the gummiest soil and floats it away. No groove is deep enough to hide dirt and grease from this onslaught of heat, pressure and detergent. It's heavy-duty mechanized cleaning...yet you've never handled a unit so safe, light and easy.

SAFE Steam travels in an inner, insulated tube. Outer tube conveys the cool detergent solution. Mixing takes place at the nozzle. This ingenious design keeps the gun always cool to the touch, always safe.

LIGHT The Oakite Hurriclean steam-detergent gun weighs a mere 6¼ pounds!

EASY A twist of the tube grip changes direction of the spray. No dragging and kinking of hose lines. Cleaning "from under" is a cinch.

Just try handling the remarkable Oakite Hurriclean Gun. Ask your local Oakite Technical Service Representative for a demonstration, or write for details to Oakite Products, Inc., 26D Rector Street, New York 6, N. Y.

SPECIALIZED INDUSTRIAL CLEANING
OAKITE.
MATERIALS · METHODS · SERVICE
SCIENCE

Export Division Cable Address: Oakite

Technical Service Representatives in Principal Cities of U. S. and Canada

PRIDE OF THE FLEET . . . are the sturdy Macks of Commercial Motor Freight. Here are several of them—rugged, smooth-handling units that are out on the road as you read this, adding new laurels to Commercial's reputation for utmost dependability.

Commercial Motor Freight says:

"We give—and get—the finest service with Macks"

Check anyone at Commercial Motor Freight, Inc., Columbus, Ohio, for the facts on their 47 Macks. Talk to President E. DeMaria, for instance. He'll tell you—

"Our Macks help us maintain unfailing schedules between our 20 major terminals in Ohio at night . . . and speed local deliveries by day. No matter what the weather, we know we can depend on Macks for on-time arrivals."

Talk to Asst. Vice Pres. in Charge of Maintenance, T. F. Moser. He'll tell you—

"Mack down time is the lowest. Sure, we have a careful P. M. program, but it takes a top-quality truck to click off 100,000 miles per year of heavy intrastate hauling and still stay in A-1 condition year after year. What's more, Mack gas consumption is low—and *stays* low for the life of the truck."

Or talk to drivers like Earl Spring, a 35-year veteran. He says:

"You can't match a Mack for dependable power, easy maneuvering and comfortable riding."

Forty years of motor freight operations have proved to Commercial that they can depend on Macks for top performance and rock-bottom operating costs. Why not cash in on their experience? Mack Trucks, Inc., Plainfield, New Jersey. In Canada: Mack Trucks of Canada, Ltd.

MACK
first name for
TRUCKS

Follow this line to lower battery costs · Follow this line to lower battery costs · Follow this line to lower battery costs

Good way to keep batteries from dying before their time is to do what so many big fleet operators are doing – *adopt Goodyear's Fleet Battery Maintenance Plan*. It can mean big savings on battery replacements – without costing you a cent.

That's because the Plan checks a battery's biggest enemy – *improper voltage regulation*. Here's how it works.

At each watering, batteries are load-tested with the Goodyear All-Purpose Tester (above) for state of charge – and all findings are recorded on a Fleet Battery Record Card – one for each battery.

Whenever findings depart significantly from the heavy green stripe on the Record Card, you know voltage is too high or too low and needs prompt adjustment.

By spending less than two minutes a week per battery, you get longer battery life, longer electrical system service – and fewer road delays.

And the savings continue to grow when you use this plan with Goodyear Heavy-Duty Truck and Bus or Diesel-type batteries. Mail the coupon for the whole story today.

Goodyear, Battery Department, Akron 16, Ohio.

GOODYEAR

THE GREATEST NAME IN RUBBER

Watch "Goodyear Theater" on TV—every other Monday, 9:30 P.M., E.D.T.

SEND FOR FREE MONEYSAVING BOOKLET NOW!

THE GOODYEAR TIRE & RUBBER COMPANY
Dept. Q-7913, Akron 16, Ohio

Please send me a copy of the Goodyear Fleet Battery Maintenance Manual.

Name.....

Firm.....

Street Address.....

City..... Zone..... State.....

Number of trucks in fleet.....

Is Labor's Bad Boy Reforming?

THE TEAMSTERS UNION thrives despite its long and continuing siege of adversity. As the union has sunk in public esteem to an all-time low, its treasury and membership rolls have grown fatter. This trend continues. As of now, the Teamster treasury bulges with something over $41-million. In the first quarter of 1958, the average membership in the gigantic truckers' union rose to 1,404,739—a gain of 35,146 members over the comparable period in 1957.

But being rich and big are not enough to make James R. Hoffa and his Teamsters happy. They want size and wealth, of course. But they want respectability, too.

The outlines of a campaign to achieve respectability are faintly visible these days. The biggest goal: return to the AFL-CIO, which gave the Teamsters and Hoffa the old heave-ho last winter in the wake of public disclosure of widespread corruption inside the union. Those who counsel Hoffa see hope for a day when he can lead the Teamsters back.

A lot of face-saving devices will be required on both sides if that ever is to happen. But Hoffa wants back, and there's reason to believe that the Federation—under certain conditions—would happily take back the Teamsters, even with Hoffa at the helm.

A new public image of Hoffa is being carefully cultivated. It's part of the long road back for the Teamsters, and the bad boy of American labor is being cooperative. Jimmy Hoffa is a model of discretion at this point in his rough and tumble career. So he bites his tongue, keeps silent—publicly, at least—instead of engaging in a row in the public prints with Senate labor racket investigators when they condemn him for a long list of alleged misdeeds, against both Teamster and the general welfare.

Other things, even more positive, are going on. Hoffa is quietly disposing of his private business interests—those holdings that led Senate investigators to accuse him of working both management and labor sides of the street for personal financial gain. Hoffa has told members of his executive board to do likewise. Also, the International is loosening its ironclad control over some locals that have been held "prisoner" through trusteeship devices. Fifty-two trusteeships have been or are in the process of being given up, at the present time.

A cynical viewpoint is still popular. It holds that Hoffa has little choice but to go through motions of cleaning up, because he has a three-man board of monitors—installed by a Federal judge—looking over his shoulder. But those close to Hoffa say he means business and apparently has decided that his best course is to use the monitors, ultimately, to prove that he has gone through reform.

At some distant point, these sources are confident, the monitors are going to be convinced. When that happens, Hoffa and the AFL-CIO will try for a reunion "with honor for all." Hoffa still has powerful friends inside the Federation, and the Teamsters are maintaining their mutual aid pacts with the Carpenters, Machinists, Meat Cutters, Flight Engineers and Upholsterers.

■

NLRB getting tough on hiring. Effective June 1, the National Labor Relations Board is going to start a crack-down on union-security clauses, arrangements or practices that are of dubious legality under Taft-Hartley. NLRB general counsel Fenton warns that his agency is "zeroing-in" on situations where a union requires management to obtain union clearance before hiring.

Labor will resist, and eventually it's a good bet that a test case will be carried to the Supreme Court. Meanwhile, it poses some problems for the Teamsters and the trucking industry. But Hoffa has advised his locals that, pending a court test, it is "advisable to comply" with Fenton's warning and stay out of legal trouble with the Board.

Recognition picketing. NLRB held that a Teamster local in Los Angeles violated Taft-Hartley by picketing for recognition and a union shop when it represented none of the employer's workers. The local claimed it was picketing for organization purposes, but NLRB rejected the argument, pointing out that:

- The local made prior demands for recognition and a union-shop contract.
- Made no later effort to reach workers in the plant through routine organizing methods.

■

Teamster organizing for 1958. The Brotherhood has earmarked $170,000 for 1958 organizing campaigns. The International will match, dollar for dollar, organizing funds of its locals. One place to look for big activity is the Great Lakes region. With the coming of the St. Lawrence Seaway, Teamsters count on a big jump in hauling and warehouse business.

"Insulate — and save the freight!"

advises

Mr. John C. Bennett, president

UTILITY TRAILER MANUFACTURING CO.

Puente, Calif.

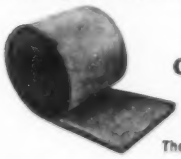
"A refrigerated truck-trailer represents a considerable investment to the operator. We here at Utility conceive it to be our obligation to produce a refrigerated trailer which over its full life expectancy will provide complete and satisfactory performance in the transportation of perishable cargo. Obviously, the selection and application of the insulating material is of critical importance.

"We exercise extreme care in the selection of our insulating materials, making certain that they are adequate in density and thickness. We are also concerned with the ability of the insulation to continuously inhabit the complete space in which it is installed—it must not deteriorate, lose thickness or weaken under the stresses of day-to-day operation. Finally, we make very certain to apply it properly, insuring in the course of construction that no voids or open, uninsulated spaces remain through which heat can readily penetrate.

"As a pioneer in the manufacture of high quality refrigerated truck-trailer equipment, Utility Trailer Manufacturing Company has learned that there are no short cuts in the construction of a properly insulated piece of equipment. We know that when you insulate, you save the freight . . . but only when you insulate properly."

ULTRALITE, *the long glass fiber insulation, has proved its exceptional ability as a "freight saver" in more than a decade of service to truckers and shippers, both in over-the-road service and in the laboratory. It is featherlight in weight, easy to apply and it will not settle, shake down, pack, or disintegrate.*

WRITE FOR CASE HISTORIES AND COMPLETE DATA THAT PROVE CONCLUSIVELY THAT IT PAYS TO "INSULATE RIGHT WITH **ULTRALITE**".



GUSTIN-BACON MANUFACTURING CO.

246 W. 10th St. Kansas City, Mo.

Thermal and acoustical glass fiber insulations • Pipe couplings and fittings • Molded glass fiber pipe insulation

Oil Industry Gets Fleet Demands

A couple of first-rate maintenance men have spoken out before a meeting of top oil industry executives—they put your case before the oil men squarely as they see it . . . also, news on diesel development and the trans-axle type car.

TWO FLEET MAINTENANCE MEN—Gordon H. Maxwell, director of maintenance, The Hertz Corp., and William J. Blohm, vice president, Denver Chicago Trucking Co.—spoke before the 9th annual American Petroleum Institute Lubrication Committee meeting in Detroit. They pulled no punches and used no velvet gloves in addressing the 350 oil and automotive men who can do most to either deny or promote realization of their suggestions.

Said Maxwell, "We feel that before another five years are past the public is going to demand in no uncertain terms better fuel economy. The trend of the foreign car markets surely indicates that something is going on beneath the surface . . .

"Perhaps those in charge of marketing in your various companies won't agree, but someone, sometime, is going to come up with a better fuel which is cheaper, gives the efficient operation we should have, and then they will have the market."

Sell service rather than product was Blohm's advice to the oil men. Said he, "A change must surely come so that the representative of an oil company will stand before a user more as a person of help than as a salesman extolling his product. The trucking industry needs suggestions and guidance in the use of your products."

He suggested it would be wise to help train fleet mechanics in the proper use of oil or grease. "The trucker sometimes finds his equipment fairly dripping with grease but with little grease where it is needed . . . Have you ever watched a lube man grease a fifth wheel? He waves the grease gun around as if grease were going out of style within the next 15 minutes. A little training here would be of great value.

"Service is needed. Be available with information that may be considered general in nature to you. This information, however, might be very particular and valuable to the truck operator user."

Blohm added, "Let the service be the can opener for a quart of oil, and not just the quality and advertising tied into the product."

From the oil industry standpoint, J. W. Lane, manager, automotive division, lubricating department, Socony Mobil Oil Co., pointed out that the average motorist actually pays for 1000-mile oil drains whether he buys them or not. While his remarks dealt primarily with passenger car owners, some of his company's findings appear worth further study by fleet operators. For example:

Lane points out that the difference in cost between 1000-mile and 3000-mile oil changes can range anywhere from $9 to $16 a year, depending on the quality oil used. Yet extension of oil-drain periods, at an apparent savings of $9 to $16 a year, may often result in even greater expense in the long run. Socony wear tests indicate that the wear ratio is 1.5 to 1.66 times greater for a 2000-mile drain than for 1000-mile drains.

He also points out that oil filters are not a cure-all. As a test, one car was operated with no oil changes, just filter replacements for 13,700 miles. Piston top-ring breakage resulted in a $200 repair bill, and oil consumption more than doubled.

■

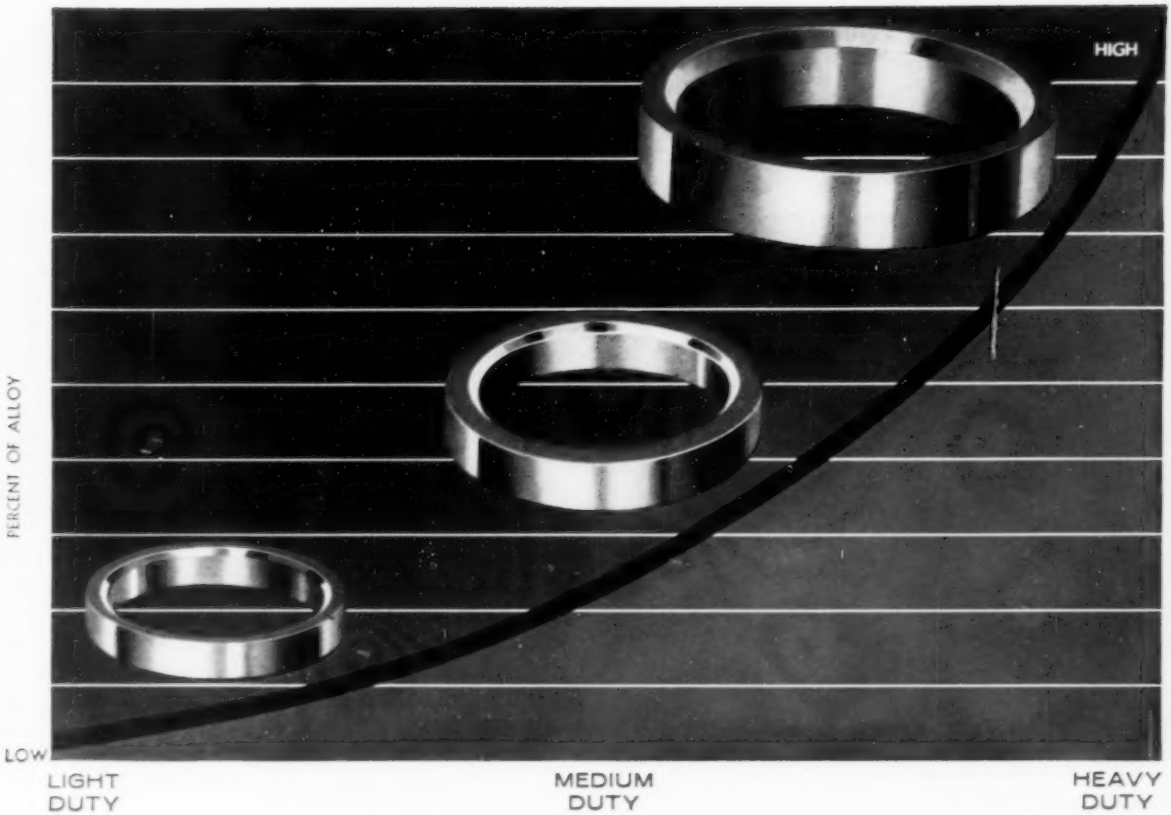
Trans-axle car plans have been given up or shelved by at least two of the Big Three. One chief research engineer says that on any car weighing less than 2000 lb, location of transmission makes no difference as far as weight distribution is concerned. And cars over 2000 lb are too hard to manage with rear transmission. So there's no practical usage for the trans-axle.

■

White may get into the diesel picture in a big way soon. In 1955, White acquired the diesel engine facilities of National Supply Co., which makes engines for marine and industrial use. White reportedly is testing diesels for automotive use.

Diesel trucks now account for about 30% of production in trucks of 26,000 lb GVW and over. Truck makers who concentrate on heavy-duty types allot as much as 40% of production to diesels. These current figures show a trend in your fleet buying habits—so here's a brief rundown on the manufacturers' reaction:

Mack currently heads the truck diesel field, ahead of White, International Harvester, GMC and Diamond T. Chevrolet, Ford and Dodge bank heavily on light and medium-weight trucks and do not offer a diesel version.



The RIGHT Insert for the Specific Application is Always the Most Economical

For heavy duty service involving extreme wear, corrosion, and oxidation, the highest performance high-alloy seat insert that can be produced is almost certain to be the most economical. On the other hand, for light duty service, a low cost insert of low alloy content may be adequate for the requirements. Eaton produces seat inserts "custom tailored" to meet the demands of each specific application — skillfully blends chromium, nickel, molybdenum, tungsten, cobalt, and iron to provide the right properties to overcome wear, corrosion, and oxidation. The result is inserts which will give optimum life at lowest cost, in the kind of service for which they are designed.

Call our engineers for a consultation on your seat insert problems.

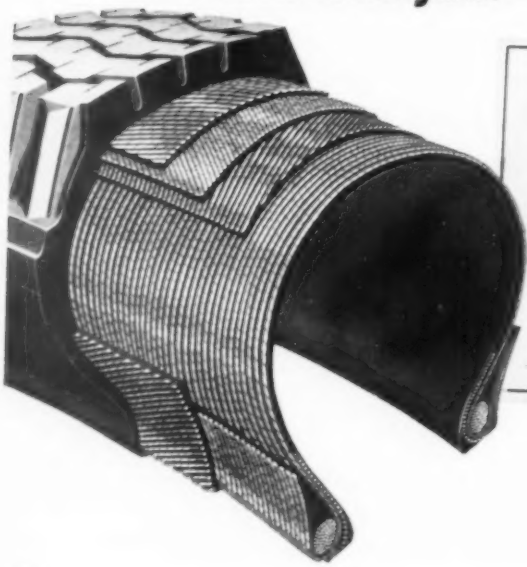
EATON SAGINAW DIVISION
MANUFACTURING COMPANY
9771 FRENCH ROAD • DETROIT 13, MICHIGAN

Look for this nearby Goodyear dealer sign for better tire values —better tire care.

GOODYEAR TIRES

Here comes the U

From Goodyear—a new truck tire combining the

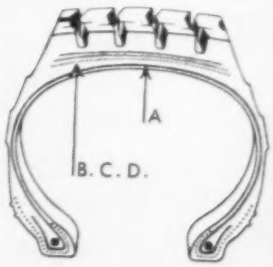


CROSS-SECTION CUTAWAY
of new *UNISTEEL* by GOODYEAR

See how steel cable body (A)—anchored from bead to bead — is independent of crisscrossed steel cable tread plies (B-C-D) which are cushioned and locked together by specially developed Goodyear rubber compounds.

The triangular arrangement of the three tread-reinforcing plies forms a tread belt or hoop which rolls on the road without transverse working and scrubbing of the tread surface.

Flexibility at sidewall cushions the load; tread-working and tread-squirming which rob mileage are fought to a standstill.



GOOD

NISTEEL tire!

strength of steel with revolutionary "belted" construction

THE UNISTEEL marks a major milestone in highway hauling performance—and it is of importance to every American trucker who operates an over-the-road fleet.

Fundamentally, the UNISTEEL is a tire built with steel cords instead of fabric plies—and in concept and construction it is radically different—utilizing revolutionary equipment, materials and methods.

The UNISTEEL starts with one radial ply of steel cable which sinews its body from bead to bead. It is then buttressed by three steel cable breaker strips—forming a "belted" type tire—where the tread area is constricted so that mileage-stealing squirming and scuffing of the tread are virtually eliminated.

But beyond that lies a host of tire-building skills—encompassing more than a dozen specially developed rubber compounds, each created for its special area of service.

THE RESULT IS A TIRE that increases tread mileage two to three times—and runs as much as 100° cooler than conventional tires. A tire with triple puncture- and cut-resistance. A tire which serves as an "extra set of springs," since its unique steel construction confines tire-working and flexing to its buoyant sidewalls. The result is a tire which smooths the ride of fragile cargo, saves equipment from unnecessary bounce punishment.

In short, the UNISTEEL tire is radically new—so new and different that it requires new materials, different methods of manufacture, and different manufacturing equipment to produce it—so availability may be limited for some time. But, if you are a highway hauler, you should order some UNISTEEL tires now to prove for yourself just what this tire can do for you. Get full details from your Goodyear dealer or by writing Goodyear, Truck Tire Department, Akron 16, Ohio.

YEAR 60 ANNIVERSARY

MORE TONS ARE HAULED ON GOODYEAR TRUCK TIRES THAN ON ANY OTHER KIND

Unisteel—T. M. The Goodyear Tire & Rubber Company, Akron, Ohio

All Detroit to Make Small Cars?

The two sales leaders, Ford and Chevrolet, are looking anxiously at growing small-car sales all over the country. The only block to production now is high cost of retooling . . . and here's a look at Ford's latest import, the Taunus.

AT CHEVROLET much thought is being given to the small car and Chevrolet's possible entry into that market. Chevy, along with Ford, agrees that a total small-car market potential of 500,000 cars would make entry into the field economically practical. But Chevrolet is taking a look at its growing Impala and Bel Aire sales and beginning to wonder if foreign-car sales actually reflect a growth in the price-conscious buyer.

In any event, more details are leaking out about Detroit's plans to invade the small-car field. Between Chevrolet and Ford, Ford seems to be more definitely committed. Chevrolet is hesitant and ready to cancel plans at any time but is also set to move on a moment's notice.

Unless the sale of imported cars takes a nose-dive in the next month or so, initial tooling for a small car may be ordered around July of this year. Under a fairly accelerated (but not crash) program, this means small cars could bow in as 1960 models in late fall of 1959.

If Ford sales continue to fall behind those of Chevrolet at the current rate, a small-car crash program may be instituted to give Ford a much-needed sales boost.

Basis specifications for small cars now in the works are close enough to the Rambler American to indicate that American Motors may have stolen a march on its competitors. The first U. S. small cars will probably have about a 100-inch wheelbase and will be powered with an engine delivering about one horsepower per 25-30 lb of curb weight.

It is believed that only sedan and station wagon models will be produced, keeping tooling costs down. Unitized construction will be used.

Amortizing tooling costs is a problem for Ford and Chevrolet because both have to start from scratch on a U. S.-made small car. Each estimates it must sell about 200,000 cars the first year to make the operation profitable. This is what they'd like to do, but doubt if they will.

This gives American Motors an economical advantage with their Rambler American because, with only slight tool modifications, they have been able to use tooling from the original 1949 model Rambler. Their break-even production point is about 15,000 Americans per year. Imported small cars are now selling at the rate of about 200,000 a year. So it'd take more than a 100% increase for Ford and Chevy each to sell 200,000.

Small car/foreign car sales will drop at some point, but where remains a controversial point. A spokesman for British Motors Corp. thinks the probable ceiling on foreign car sales in this country will be about 300,000 a year. In contrast to that, George Romney of American Motors thinks it will eventually be 50-50 (that is, small-and-foreign cars will account for half of all sales).

Romney, of course, bases his 50-50 figure on the presumption (and prediction) that the number of two-car families will continue to grow. But, in order to grow, he contends there must be at least one economy or small car for the average family budget, which just won't stand the expense of operating and maintaining two full-size cars.

FORTUNE magazine asserts Detroit has priced itself out of the basic transportation business (that is, cars selling for $2000 or less). The magazine contends people now are inclined to spend more money on other things than cars. This ties in with the general Romney theory.

Meanwhile, latest figures indicate that at least 400,000 foreign cars are now on the road in the U. S., and foreign-car sales continue to show gains in the face of general sales slumps.

Ford will import this station wagon from Germany starting this month. It's the Taunus Combi-wagon. Designed for five passengers and ample luggage room, its second seat folds flush with the floor for greater load-carrying capacity. The Taunus is powered by an overhead valve, 4-cylinder engine delivering 67 hp at 4400 rpm, and it's said to give up to 35 mpg.

THEY'RE TOPS FOR FLEETS FOR THESE 5 BIG REASONS

The Ford Custom 300 is 1958's "hot" car in its price range. Buyers have taken to this big, good looking, eagerly responsive car that's the lowest priced of the low-price three.* A survey in two of the most populated states (Illinois and Michigan) shows that it leads all competition in its price class. The Ford Custom 300's style, performance and extra value make it favorite with the public. Its built-in durability and dependability make it best for fleet use, too. Here are five big reasons why:

Husky, wide-base frame! Exclusive wide-contoured frame completely "contains" the multibraced body for greater safety and stability. And 18 live-rubber body mounts—2 to 6 more than competitive models—cushion the body.

Biggest, most modern engines! Ford's modern Short Stroke design means less friction, less wear and tear—longer life, better economy! V-8 or Mileage Maker Six—you're miles ahead of anything in the field.

Most complete insulation! Drivers especially appreciate Ford's body insulation. Noise, heat and weather are sealed out by greater amounts of more effective kinds of insulation than any other low-priced car!

Double-sealed brakes! Only Ford in its price class offers self-energizing brakes that are *double-sealed* against water and dirt. This means higher brake performance and longer life.

Extra-braced roof! The Ford roof is braced with 5 cross members—2 more than competition—for a tighter, quieter body and extra safety for driver and passengers.

The Ford Custom 300 is tops for fleets . . . no doubt about it! See your Ford Dealer for all the facts, or write Fleet Sales Department, Ford Division, Dearborn, Michigan.

**Based on comparison of manufacturers' suggested retail delivered prices*

SYMBOL OF DEPENDABILITY

FORD FLEETS

2 BOWER EXCLUSIVES

give you

2 BIG ADVANTAGES

1 Spher-O-Honed—no run-in . . . Roller heads are ground to operating contour *that other bearings must acquire through run-in.* This means they hold adjustment, give smoother performance over a longer life.

2 Higher Flange Design cuts wear . . . provides large, two-zone contact for roller heads. This exclusive design reduces pressure on individual rollers, improves roller alignment, cuts down wear and resultant end-play. Oil groove is larger, affording positive and constant lubrication of the roller heads, reducing heat and wear. Again this means longer life.

Bower roller bearings are widely used as original equipment. You'll profit by using them when replacements become necessary. Insist on the bearing in the Bower package. They're readily available from bearing distributors.

BOWER
roller bearings

FEDERAL-MOGUL SERVICE
DIVISION OF FEDERAL-MOGUL-BOWER BEARINGS, INC.

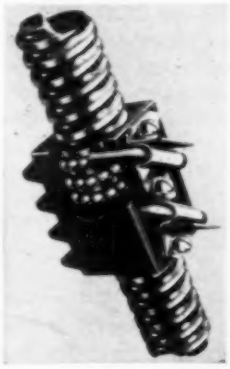
5 turns per inch versus 19 or 20 with conventional type gear

Announcing the only landing gear that eliminates the need for a second speed. It was developed through application of the Saginaw ball bearing screw and nut, the same assembly used in power steering mechanisms. Requires only 5 easy turns per inch to lift weights which would ordinarily require 19 or 20 turns at low speed with conventional acme screw and nut.

Among other new features is a positive up and down lock. Tested to 50,000 lbs. columnar load capacity, it is automatically actuated in any position.

Note also the tube . . . a new rectangular shape to prevent rotating and eliminate need for a key and a lower cross axle. Even the wheel is new . . . an embossed piece welded all the way around the rim on both sides for greater strength . . . up to 2 lbs. lighter weight. The entire landing gear assembly weighs only 212 lbs.

The new model 37,000 single speed landing gear is another product of Binkley engineering know-how. For full details, including descriptive literature and prices, contact Binkley Manufacturing Company, Warrenton, Missouri.



Cross Section. Ball bearing screw and nut assembly . . . heart of the new Binkley model 37,000 landing gear. Supplied by Saginaw Division of General Motors, the mechanism is designed to form a closed circuit through which rolling balls circulate continually as a medium of engagement between the screw and nut. Converts rotary motion to linear motion with 90% minimum efficiency

Binkley Manufacturing Co.

Warrenton, Missouri Dept. E

Eastern Distributor
Thomas Body Parts Company
516 Wood Street
Reading, Pennsylvania
Phone: Franklin 6-4088

West Coast Distributor
Hooper Body & Equipment
2800 Hooper Avenue
Los Angeles, California
Phone: Adams 3-8125

Why Midwest Demands Rate Boost

Plus reports on a new transcontinental trailer service. . . GMC's secret test on nylon noise and driver reaction. . . Transit Association to offer directory of maintenance firms. . . Infrared analysis can prevent slippery oil deals

CENTRAL STATES Motor Freight Bureau, Inc., has petitioned the ICC for a rate increase because many truckers are in a "precarious financial position." The bureau, representing 790 Midwest trucking companies requested an emergency boost in basic rates on many commodities by 5%—and in special big-volume rates by 7%. The rates would be mandatory for all Midwest truckers.

Stressing the urgency of the situation, the bureau asked the commission to hold off on an earlier request for a broad ICC investigation of Midwest trucking rates and practices. "Immediate action . . . is imperative, if there is to be an industry to investigate at a later date."

Wage increases, employer contributions to health, welfare and pension plans and cost-of-living increases have eaten into revenues and justify the increase, the group contends. It also feels that mandatory imposition of the two increases to varied existing rates would be necessary because of severe competition in the area.

At FLEET OWNER press time, an ICC official could only say the request "is being studied." How long the Midwesterns must wait for the decision depends on the number of registered protests.

■

Seven day coast-to-coast through-trailer service is the result of an agreement between Interstate Motor Lines, Inc., and Eastern Express, Inc. The two companies had been exchanging transcontinental freight for the past year. Now time-consuming reloading will be eliminated.

The combined equipment of both carriers—well over 2000 rolling pieces—is available as one unit to shippers. The only operation necessary in transcontinental hauling will be changing power units and drivers in Chicago.

■

Another round in the nylon vs. rayon fight gets started with the news that General Motors has equipped 40,000 1958-model Chevrolets with nylon cord tires. GM isn't talking, but presumably customer reaction to the test will influence its new-car tire equipment for next year.

Chevy manufacturers hope to find out whether the complaints of thumping and whining are real, or imagined as a result of pro-rayon propaganda. The 40,000 sets of nylons will be unmarked and will come from four leading manufacturers. Rayon producers feel this will cause trouble. Drivers will assume the unmarked tires to be rayon and will direct complaints against rayon cord, they say.

US Rubber has announced a new method of producing nylon passenger tires which it claims takes the "stretch" out of them. The process, called pressure tempering, keeps tires inflated under pressure while cooling and curing. The company says tires made by the new process will not "grow" while in use and are "practically immune" to cracking. The new process is said to increase the mileage of nylon cord tires and give more dependable performance at high speeds.

■

Technical development to help you spot used motor oil that's mislabeled and sold as new has been developed by Armour Research Foundation of the Illinois Institute of Technology. The infrared analysis detects the number of crude oils in a sample. Virgin oil is refined from only one or a small number of crude oils, reclaimed oils may contain an assortment of crudes.

■

Transit firms offering truck maintenance will be listed in a directory published by the American Transit Association. Transit companies provide emergency repair and service facilities for over-the-road, transit-rental trucks in some 120 locations throughout the United States.

ATA's committee on truck maintenance, rental and leasing feels the guide is a natural outgrowth of the current practice of many transit companies of developing sideline businesses, including general vehicle maintenance.

The 4-in. by 6-in. directory is designed to fit the glove compartment of transit-owned rental trucks and is to be used by ATA members. But there will be no restriction on its use, and some firms plan to use them as promotional material.

Eligible ATA member companies can still be listed by contacting association headquarters.

N. E. Peterson, Superintendent of Maintenance, Variety Club Beverage Company, Toledo, O.

"No longer bothered by exhaust fumes... and we're saving money with our Philgas-Powered Fork Lift Trucks!"

N. E. Peterson, Superintendent of Maintenance, Variety Club Beverage Company of Toledo, reports: "The first noticeable benefit when we converted our fork lift trucks to Philgas was an improvement in employee morale. Exhaust fumes had gotten so bad in our warehouse it made some of our men ill. With Philgas, we are no longer bothered with fumes—and we are saving money in the operation of our fork lift trucks."

Other manufacturers and processors throughout the country have found that Philgas* for fork lift trucks helps to whip the exhaust odor problem, and helps to reduce operation costs. Write or call your nearest Philgas office for full information.

*Philgas is the Phillips Petroleum Company trademark for its high quality LP-Gas (propane, butane.)

PHILLIPS PETROLEUM COMPANY

SALES DEPARTMENT, Bartlesville, Oklahoma

SALES OFFICES:

AMARILLO, TEX. —*First Nat'l Bank Bldg.*
ATLANTA, GA. —*1428 West Peachtree St., N.W. Station "C" P.O. Box 7313*
CHICAGO, ILL. —*7 South Dearborn St.*
DENVER, COLO. —*1375 Kearney St.*
DES MOINES, IOWA—*6th Floor, Hubbell Bldg.*
HOUSTON, TEX. —*6910 Fannin St.*
INDIANAPOLIS, IND. —*3938 Meadow Drive*
KANSAS CITY, MO. —*201 E. Armour Blvd.*
MINNEAPOLIS, MINN. —*212 Sixth St. South*
NEW YORK, N. Y. —*80 Broadway*
OMAHA, NEB. —*3212 Dodge Street*
RALEIGH, N. C. —*401 Oberlin Road*
SALT LAKE CITY, UTAH—*68 South Main*
ST. LOUIS, MO. —*4251 Lindell Blvd.*
TAMPA, FLA. —*3737 Neptune St.*
TULSA, OKLA. —*1708 Utica Square*
WICHITA, KAN. —*501 KFH Building*

Original Equipment PISTON

OF OVER 70% OF ALL TRUCK AND BUS MANUFACTURERS

ZOLLNER PISTONS

HEAVY DUTY PISTONS *by*

ZOLLNER

Proved by Fleet Records Everywhere
HIGHEST ENGINE PERFORMANCE
LOWEST MAINTENANCE COST

For reconditioning
Always Specify the
"ENGINEER APPROVED" PISTON

Expertly engineered pistons make a big difference in engine performance—and operating cost. That's why it's always best to insist on Zollner "Engineer-Approved" Pistons when reconditioning your engines. The big majority of engine manufacturers work hand-in-hand with Zollner engineers in the development of pistons best suited to heavy-duty use. Over 70% of all makes of trucks and buses are Zollner equipped — and have been for years. Only when you use Zollner can you be sure that your pistons are expertly designed and precision-made to individual engine specification for utmost performance and economy of operation.

ZOLLNER CORPORATION • FORT WAYNE, INDIANA

Firestone's NFB* Brake Block Combination takes twice the heat Without Fading—**Doubles Brake Safety!**

Firestone's NFB (*No Fade Bus) brake block combination delivers reliable, positive braking action at all times . . . *without fading!*

Firestone NFB brake blocks, precision built with an exclusive friction formula, are fortified to withstand *more than twice* as much heat—to 1300°, far ABOVE fade limits of ordinary brake blocks. This wide margin of safety makes Firestone's NO-FADE guarantee possible.

It's no wonder Firestone NFB brake blocks make a big hit with bus owners everywhere because no other brake block combination can take the same day-by-day repeated-stop punishment and come back for more. Once you install NFB brake blocks you'll find buses roll up more miles between relining jobs, maintenance costs go down and drum breakage is substantially reduced.

Put new economy, new safety at every wheel on every bus with a Firestone NFB brake block combination . . . guaranteed to stop heat fade in the most severe operating conditions. Contact your Firestone representative today or write The Firestone Tire & Rubber Company, Akron, Ohio.

Copyright 1958, The Firestone Tire & Rubber Company

Enjoy the Voice of Firestone every Monday evening on ABC television

GO **Firestone**

BETTER RUBBER FROM START TO FINISH

ALL THE WAY...

BRAKE LINING

TIRES

SPARK PLUGS

BATTERIES

Psychology: A Tool for Safety

YOU MAY BE OVERLOOKING one of the most important aspects of driver selection and training—psychology. Many experts estimate that psychological factors are responsible for 80% of all accidents, occurring outside pure chance. The problem is serious and it's in need of a great deal more study and investigation.

Researchers are spending considerable time and money to discover methods of spotting, treating and educating the drivers most likely to be involved in accidents. Results have been encouraging, although there is still much to be done. Here are some of the things you can know and do to help answer this question.

Psychological factors causing accidents are either temporary or chronic. The first may be an emotional response to an argument or a sudden urge to show off. A breakfast fight with your wife can cause a release of emotion behind the wheel, just to get even.

Problems of a more permanent nature are usually the result of basic emotional difficulties—immaturity, aggressiveness, rebellion against supervision, anxiety and compulsiveness. These are likely to remain throughout life unless proper therapy is provided. Drivers with these difficulties are the most dangerous risks and the most difficult to detect and treat.

No single emotional influence is responsible for accidents. Accident potential is not related to the degree to which we have these impulses. For instance, we are all subject to feelings of hostility and aggression. The difference is in the way we handle them. Normal people keep these emotions under control. Accident repeaters cannot cope with them, and they use their vehicles to express hostile emotions.

In addition to intolerance of others and a resentment of authority, the repeaters are inclined to have an exaggerated opinion of their own importance and ability. Incidentally, they always think of themselves as good drivers. Basically unstable and insecure, they generally lack responsibility and often act impulsively. These qualities are not always easy to spot.

After intensive fleet-accident research, one psychiatrist has concluded: "A man drives as he lives." That is, if he makes mistakes in his adjustment to the personal and social demands of living, chances are he'll make repeated errors in his driving. This is a good point to remember when choosing drivers. It is the best reason for a thorough study of the man's personal life when he applies for a job. (For more on this, see FO, Feb '58, p 32).

Here are some do's and don'ts to help you determine the good psychological risks:

- Don't rely on your own intuition and judgement too strongly, check references and personal data on candidates.
- Do use trained psychologists or interviewers with experience and training wherever possible.
- Do keep psychological tabs on your men. Stay generally informed about their home lives, financial situation and other problems.
- Do make use of post-hiring methods of psychology education, counseling, incentive programs and even psychotherapy, when necessary.
- Don't forget, one of the greatest aids to proper selection is psychological testing. Experimental results have shown this. In one experiment, two groups where chosen to become drivers. One group was required to pass psychological tests, the other group was not. The tested group had far better accident records, even though all men had been chosen by the same standards.

Here are three good psychological tests available to any company at a nominal cost. Regardless of the type fleet you operate, they give a good indication of a candidate's personality:

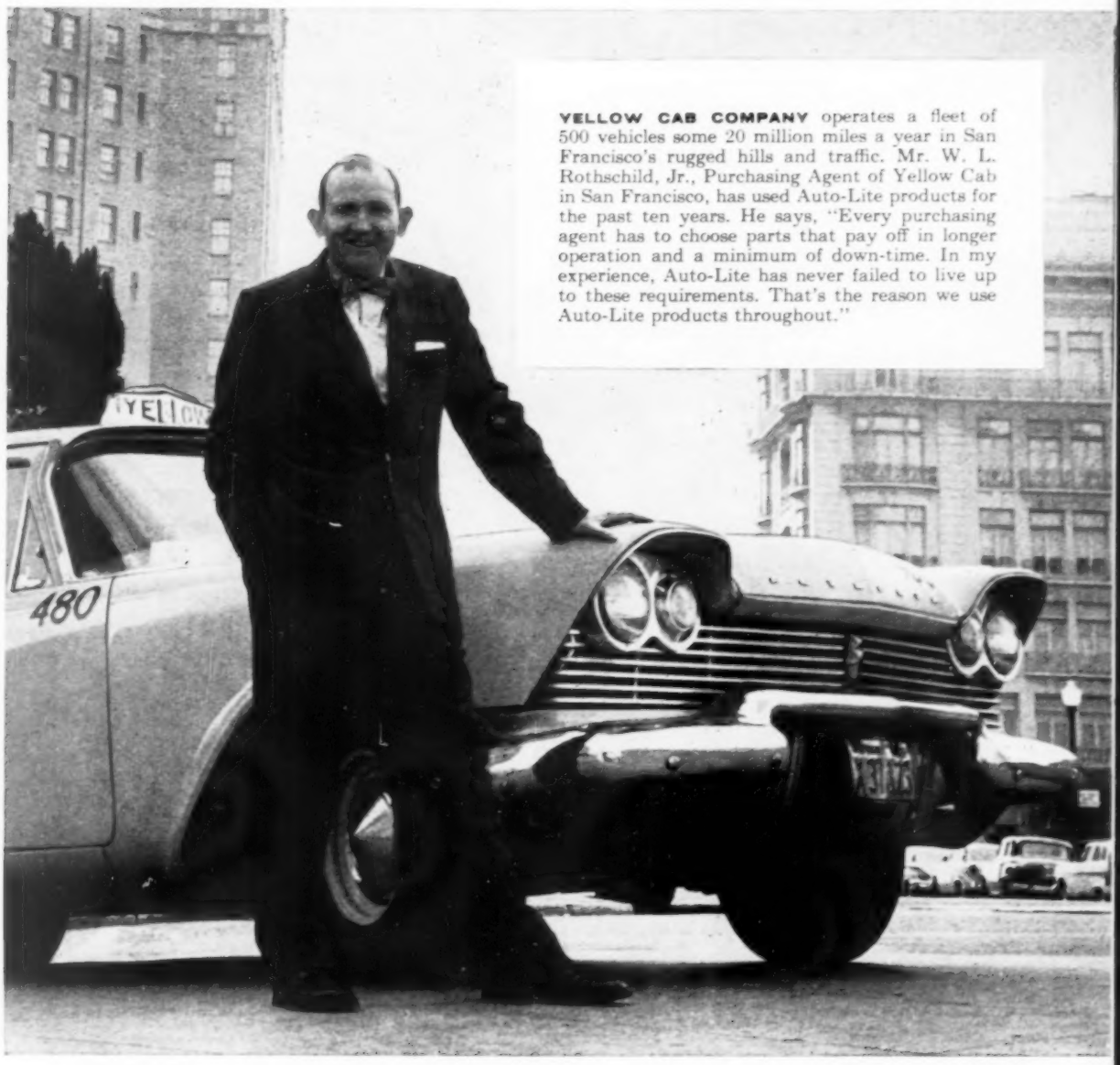
1. *Standard Examination for Transit Employees;* American Transit Association, 292 Madison Ave., New York, N. Y. Primarily for bus operators, this test is a gage of learning and thinking ability, and is suitable for any employee.
2. *The Thurstone Temperament Schedule;* Science Research Associates, Inc., 57 W. Grand Ave, Chicago 10, Ill. Provides a relative scale of basic personality characteristics as stability, dominance, impulsiveness, and the like.
3. *The Maslow Security—Insecurity Inventory;* Consulting Psychologists Press, Inc, 270 Town & Country Village, Palo Alto, Calif. Aids in determining candidates' security.

All three tests are easily given, graded and evaluated, and complete instructions are provided. They are not the final answer in themselves; they are an added tool for you to work with. An extreme grade in either direction on any of the tests means here is a man to check more thoroughly. Several low grades should usually disqualify a candidate. Used properly, the tests can help you pick the man least likely to have an accident.

Harold Brandaleone, M.D., FLEET OWNER's medical consultant is medical director of the United Parcel Service, New York.

HOW CAN YOU SWITCH TIRES SO FAST?
HERE'S MY NUMBER ONE HELPER, AN AUSCO 10-TON SERVICE JACK—SEE HOW EASY IT IS TO MOVE INTO POSITION?
This quick lift lever brings the saddle up to the load 3 times faster; easier, too!
Now Ausco's spring-balanced handle takes over for a fast, easy, high lift, even on this big truck.
Here's my other helper . . . Ausco's Dual Wheel Lift Dolly really speeds up the job and eliminates backache.
LOOK AT THESE SUPERIOR AUSCO FEATURES!
Roller-bearing front wheels, ball-bearing caster rear wheels
Large malleable iron lifting saddle
Quick-lift foot lever
Spring-balanced detachable handle
Safety overload valve
Extra-low shoulder
Oilite bearings on pivot pins
Sturdy channel frame
Ausco offers a complete line of rugged, safe, easy-to-use service jacks, 1¼, 1½, 2, 4 and 10 tons capacity.
AUTO SPECIALTIES MFG. CO., INC.
St. Joseph, Michigan
AUSCO Jacks
See your Ausco jobber now!
Other plants in Benton Harbor and Hartford, Mich. and Windsor, Ont., Can.
Ausco... Quality Jacks for every service need!
Bipod Bumper Jacks
Garage Horses
Hydraulic Hand Jacks
Truck Transmission Handlers
One End Lift Hydraulic and Mechanical

MULTI-MILLION MILERS



YELLOW CAB COMPANY operates a fleet of 500 vehicles some 20 million miles a year in San Francisco's rugged hills and traffic. Mr. W. L. Rothschild, Jr., Purchasing Agent of Yellow Cab in San Francisco, has used Auto-Lite products for the past ten years. He says, "Every purchasing agent has to choose parts that pay off in longer operation and a minimum of down-time. In my experience, Auto-Lite has never failed to live up to these requirements. That's the reason we use Auto-Lite products throughout."

FOR LESS DOWN-TIME, LOWER MAINTENANCE COSTS, INSTALL . . .

AUTO-LITE®

SPARK PLUGS
BATTERIES
WIRE AND CABLE
ORIGINAL SERVICE PARTS

Auto-Lite manufactures over 400 products, including a complete line of Spark Plugs, Batteries, Wire and Cable, and Automotive Electrical Systems . . . sold throughout the United States and Canada.

prove that it pays to Standardize on Auto-Lite!

Auto-Lite Spark Plugs, Batteries, Service Parts, and Wire and Cable give top engine performance in large fleet operations

AUTO-LITE SPARK PLUGS, original equipment on many leading makes of cars, trucks, and tractors, are ignition-engineered to give top performance. The complete line includes Auto-Lite Transport Spark Plugs with heavier insulator and over-sized electrodes for extra heavy service . . . and Auto-Lite Resistor Spark Plugs with Power Tip that "fire up" overhead-valve passenger car engines at all speeds.

AUTO-LITE STA-FUL BATTERIES are proved by a two-million-mile test to be the finest batteries money can buy. The Sta-ful *extra liquid reserve* offers additional protection for rugged fleet operations. Available dry-charged or wet, Auto-Lite Sta-ful *needs water only* $\frac{1}{3}$ *as often*. Heavy case construction and advanced engineering assure long life in the most severe service. Available in 6 or 12 volts.

AUTO-LITE ORIGINAL SERVICE PARTS give safe, dependable performance in the circuits designed for Auto-Lite equipment. Matching Auto-Lite coils, distributors, voltage regulators, condensers, and contact points assure full, *balanced* power.

AUTO-LITE WIRE AND CABLE is available for all cars and trucks. Neosheath Spark Plug Wire has neoprene insulation that resists heat, oil, ozone, and rough service. Plastic and Flextrand Primary Wire and Power Line Cables are available for every need.

Send now for full information on the new AUTO-LITE NATIONAL FLEET ACCOUNTS PROGRAM that can mean substantial savings for you in electrical maintenance costs.

Manager, Fleet Sales FO
THE ELECTRIC AUTO-LITE COMPANY
Toledo 1, Ohio

Please send full information about the new Auto-Lite National Fleet Accounts Program.

NAME _____

COMPANY _____

POSITION _____

ADDRESS _____

CITY & STATE _____

Mobil

Provides Widest Range of Protection yet for every type of Drive Axle and Mechanical Transmission

Mobilube GX

...Multipurpose-Type Gear Lubricant for Today's Heavier Loads...Higher Road Speeds

Mobilube GX—the first commercially available multipurpose-type gear lubricant that protects commercial fleet axles and transmissions under the severest operating conditions—was developed to answer the greater strains imposed by increasing payloads and ever-higher road speeds.

In a series of 100,000-mile fleet highway service and torture tests over rough logging roads, Mobilube GX gave complete protection to gear tooth and bearing surfaces under the toughest service conditions. Such tests made by users and manufacturers are your assurance of Mobilube GX's ability to safeguard fleet axles and transmissions at all times . . . under all kinds of conditions!

Mobil

Correct Lubrication

Another reason why you're Miles Ahead with Mobil

Tune in "TRACKDOWN" every week, CBS-TV. See your local paper for time and station.

SOCONY MOBIL OIL COMPANY, INC., and Affiliates · MAGNOLIA PETROLEUM COMPANY, GENERAL PETROLEUM CORPORATION

LETTERS TO THE EDITOR

Reprint Request

Dear Sir:

We have had an opportunity to see several excerpts from FLEET OWNER which are of interest to us, and wonder whether or not we may obtain a copy. One is entitled "What? No Pallets? It's FOF" from the June 1957 issue. The second item is from the May 1957 issue and is entitled "Faster Way to handle Empty Cans."

J. D. MITCHELL

THE COCA-COLA COMPANY
NEW YORK, N. Y.

■ **We're sending the two reprints along. If you're wondering whether you might have missed any more valuable stories last year, why not check your Reader's Guide on p 155 of the January issue.**

Lost and Found

Dear Sirs:

We are trying to find the location of the Venturi Trailer Company, which is supposedly in a town (name unknown) about 40 miles north of Indianapolis, Indiana. There is no Venturi, Ind., and the company is not listed in industrial directories we have. Would you by chance have any information on such a company?

DUDLEY F. STARR

DIVCO-WAYNE CORP.
RICHMOND, IND.

■ **We have on record this company:**
Ventoura Corporation
704 South 22nd Avenue
Elwood, Indiana
This is as close as we can come to the Venturi Trailer Company but since both names are unusual, the chances are fairly good that it is the company you are looking for.

Cost Accounting

Dear Sirs:

In our heavy construction operation we operate approximately forty-five vehicles and trailers. The fleet

Continued on page 39

Power-operated ANTHONY Lift Gate®...

like having *an invisible helper to safeguard your deliveries!

For ¾ ton and larger trucks and semi trailers: choose from 4 Lift Gate models to accommodate loads 1000 to 4000 lbs.

New! For Pick-up trucks with steel express bodies: a low cost Lift Gate to handle loads up to 800 lbs. Weighs just 250 lbs.

If your heavy deliveries require "kid-glove" handling, you'll reduce damage claims *immediately* with an ANTHONY Hydraulic Lift Gate. Power-operated, it gives you extra "muscles" when you *need* them . . . to load and unload your merchandise gently.

Easy does it with ANTHONY. One motion of the single "Safetymatic" control commands the smooth hydraulic power to raise or lower loads up to 4,000 lbs. There are no bumps, no scrapes . . . fewer consignee complaints. The result? You enhance your reputation for service . . . and reduce costs in the bargain!

Yes, reduce costs. For with a power-packed ANTHONY Lift Gate, one man *alone* can handle the bulkiest loads safely. Hence you get more and faster deliveries . . . at lower truck-hour cost. No wonder so many National Fleets are 100% ANTHONY-equipped!

Learn now how a low-cost ANTHONY Lift Gate can pay big dividends in *your* type of operation. Send today for illustrated brochure.

ANTHONY COMPANY / Streator, Illinois

ANTHONY LIFT GATE

ANTHONY COMPANY
1744-46 Baker Street, Streator, Illinois

Please send your FREE illustrated brochure on ANTHONY Lift Gates and how they can reduce delivery costs in our type of business.

Name_____
Company_____
Address_____
City_____ Zone_____ State_____

8017

More Users of VICKERS HYDRAULIC POWER STEERING

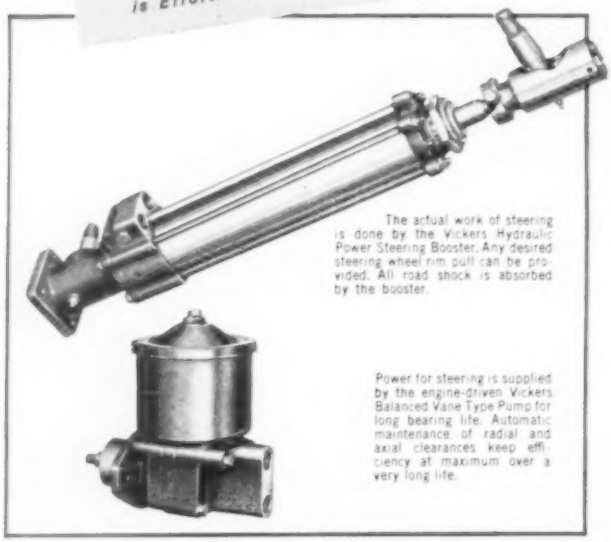
SAN FRANCISCO · MACK

NEW YORK · MACK

BIRMINGHAM, ALA. · SOUTHERN COACH

MONTREAL · MACK

VICKERS Hydraulic POWER STEERING
is Effortless, Positive and Shockless



7669

Here are four more large transit companies that recognize the value of Vickers Hydraulic Power Steering in city operation.

Durable, dependable, easy, safe . . . Vickers Hydraulic Power Steering contributes much to better city operation. Greater maneuverability helps in dense traffic and is often invaluable under emergency conditions. Avoidance of driver fatigue improves his safety and efficiency . . . also his disposition, an important factor in public relations. Improved public relations also result from the ease with which the driver gets close to the curb for loading.

Low maintenance is another important advantage of Vickers Hydraulic Power Steering. And it is easily applied to new and most existing vehicle designs. Write for Bulletin M-5106.

VICKERS INCORPORATED
DIVISION OF SPERRY RAND CORPORATION
MOBILE HYDRAULICS DIVISION
ADMINISTRATIVE and ENGINEERING CENTER
Department 1422 • Detroit 32, Michigan

Application Engineering Offices: ATLANTA • CHICAGO • CINCINNATI • CLEVELAND • DETROIT • GRAND RAPIDS • HOUSTON LOS ANGELES AREA (El Segundo) • MINNEAPOLIS • NEW YORK AREA (Summit, N. J.) • PITTSBURGH AREA (Mt. Lebanon) • PORTLAND, ORE. • ROCHESTER • ROCKFORD • SAN FRANCISCO AREA (Berkeley) • SEATTLE • ST. LOUIS • TULSA

IN CANADA: Vickers-Sperry of Canada, Ltd., Toronto, Montreal and Vancouver

FOR RUGGED POWER

Insist on ALLSTATE RUGGED LUG Tires

Rugged on the Road... Easy on the Pocket!

Mr. Trucker, don't throw profits away! Drive the tops in quality and still lower your cost per mile. The Rugged Lug, ALLSTATE'S finest all purpose tire has 56% more tread than original equipment! Extra tread means more mileage, plus rugged power performance on any road . . . any weather! Sears will buy the unused mileage on your old tires, and you can roll on New ALLSTATE RUGGED LUG TIRES!

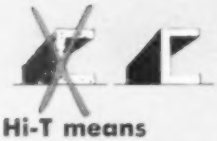
For your convenience, sales and service in over 700 Retail Stores, coast to coast

SEARS, ROEBUCK AND CO.

SEARS ROEBUCK AND CO.

ALLSTATE

now HIGHWAY gives you a big bonus in profits with the new



Hi-T means
4 to 6 times more resistance to corrosion!

Hi-T means
best strength-to-weight ratio modern metallurgy can produce!

Hi-T means
350 pounds more payload in a standard 35′ trailer!

Full high-tensile steel chassis is now standard equipment on all Highway van trailers

HERE'S WHAT HIGHWAY HI-T MEANS TO YOU:

Big BONUS PROFITS f-a-s-t! Now you can equip your fleet with NEW Hi-T Chassis vans by Highway and get immediate new profits—at No Extra Cost! Hi-T is high-tensile, low-alloy steel—the miracle blend of modern metals that gives you the highest strength-to-weight ratio now available. It means you can haul up to 350 pounds of EXTRA PAYLOAD in a 35′ van with Hi-T chassis—up to 900 EXTRA POUNDS in Highway's NEW Freightmaster with Hi-T corrugated sidewalls and chassis! With Hi-T you make ***more money*** from the same space at no extra cost!

And—Highway Hi-T ***multiplies*** your new, extra profits by giving you years-longer service! It's because high-tensile steel resists corrosion 4 to 6 times better than ordinary metals—giving you dependable performance with far less profit-robbing "down-time." This sensational, profit-building combination of EXTRA PAYLOAD and LONGER ROAD LIFE is yours in EVERY NEW Highway Hi-T trailer you buy! See your Highway Representative soon.

HIGHWAY

1956, Highway Trailer Co.

HIGHWAY TRAILER COMPANY
HEADQUARTERS: EDGERTON, WISCONSIN
Manufacturers of: Commercial Trailers • Trailerized Tanks and Dry-Bulk Haulers • Public Utility Bodies • Earth-Boring Machines • Pole and Cable Reel Trailers • Winches • Power Take-offs • Service Accessories
SALES AND SERVICE IN PRINCIPAL CITIES

Continued from page 35

includes truck tractors, oil transports, dump trucks, pick-ups, automobiles, low-boy trailers, etc.

In your research have you arrived at an accurate method of cost accounting to own and operate vehicles? Please send us any information, forms, etc. you might have regarding this problem.

H. JERRY BERGGREN
HARRY F. BERGGREN & SONS, INC.
SCOTTSBLUFF, NEB.

■ **We're sending a copy of our 16-page form story which ran in October of last year. The form recommended on the last four pages of the reprint will give an accurate method of cost accounting. This form is designed to be printed on a manila folder so that you will have a complete record of all vehicles at all times.**

Shop Planning

Dear Sirs:

I have urgent need for an article that appeared in your excellent magazine several months ago regarding the setting up of shop facilities. Unfortunately we misplaced that issue. I would appreciate it very much if you could mail me this issue if it's still available. If you have additional information regarding the setting up of a shop I would also appreciate receiving that.

R. M. ROSSI
SALINAS PUBLIC SERVICE DEPT.
SALINAS, CALIF.

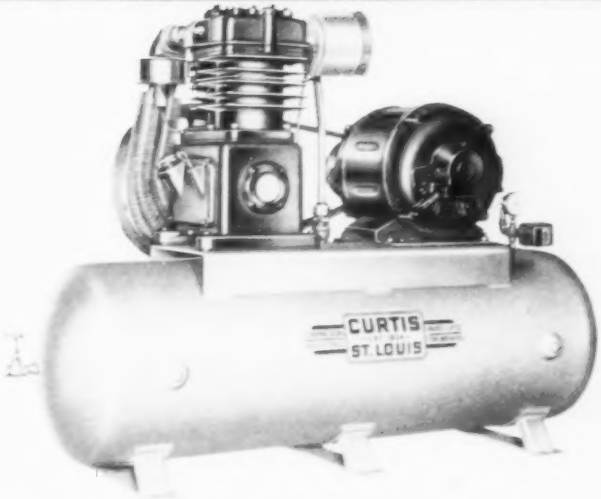
■ **By this time, Mr. Rossi has received a reprint of the shop section from our October PM Manual, also two other reprints which should help (Shop Layout Clinic, July '56, p. 35 and Shop Equipment Clinic, July '55, p. 35).**

Dear Sirs:

I would appreciate any help you can give or source of information for the following: Our business is a Department Store, the fleet components are approximately these: 40 units—10-ft walk-in body, 25 units—16-ft furniture vans, 7 units—tractors, 14 units—semi-trailers, 5 units—business coupes, 4 units—station

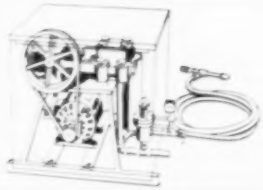
Continued on page 43

Low Cost Compressed Air for fleet maintenance with Curtis Air Compressors



4 basic reasons why you save with CURTIS:

1. *Precision engineering* and design assures you of greater efficiency, low cost operation and maintenance with *every* Curtis air compressor.
2. *Positive Unloader* unloads compressor whenever it stops; protects against starting under load regardless of conditions.
3. *Fully enclosed vacuum type crank case* . . . keeps oil in, keeps dirt out. Thoroughly tested at the factory for years of dependable operation.
4. *Other important features:* Timken main bearings; Centro-Ring pressure oiling; ASME tank with ASME safety valve . . . plus 104 years of successful manufacturing experience built-in!



KEEP 'EM CLEAN WITH CURTIS HI-PRESSURE CAR WASHER

The Curtis hi-pressure car washer knocks off road dirt, grime and salt residue in a hurry. Helps prevent corrosion, lowers maintenance costs.

REMEMBER— you can count on **Curtis**

C-44

OUR 104th YEAR
MANUFACTURING COMPANY • PNEUMATIC DIVISION
1993 Kienlen Avenue, St. Louis 20, Mo.

Two Post Truck & Bus Lift | Low Profile Roll-On Lift | Two Post Shop Lift | Frame Type Lift | Free Wheel Lift

How to maintain temperature in a refrigerated cargo trailer

To hold down heat gain on the road, adequate air and moisture barriers must be built into refrigerated cargo trailers. When heat, air, and moisture get into insulation, efficiency is often reduced to the point that it becomes impossible to maintain correct temperatures.

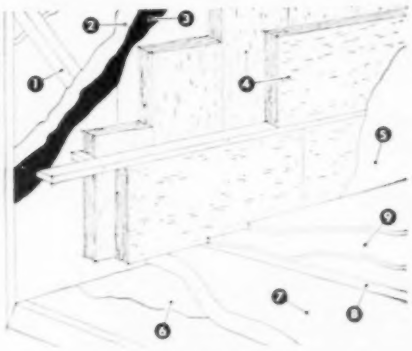
The best way to cut down heat and moisture gain is by sealing the outer shell. The better that seal, the better the investment in longer insulation life and more efficient service.

Armstrong has developed two efficient sealing methods. When interior framing is complex, as shown in the sketch, hardboard can be applied over the framework. This is sprayed with a rubber or asphaltic type sealer and covered with vapor-barrier paper. Where interior framing is simple, the paper can be cemented over each framing member and at all corners.

Fiberglas AT type insulation is then applied, followed by an inner liner. AT Fiberglas is highly efficient, has high resistance to slump, and is easy to apply.

For lightweight construction and load-bearing strength, floors should be insulated with Armstrong Armalite, a foamed polystyrene board-type material with unusually high insulating efficiency and moisture resistance.

For full information on Fiberglas, Armalite, and the complete line of Armstrong insulations for refrigerated bodies, write today to Armstrong Cork Company, 2105 Robbins Avenue, Lancaster, Pa.



body sealing where interior framing is complex

1 metal framing • 2 hardboard • 3 spray coating • 4 Fiberglas insulation • 5 inner liner • 6 vapor-barrier paper • 7 Armalite insulation • 8 sleepers • 9 subfloor.

3 ways moisture enters insulation space

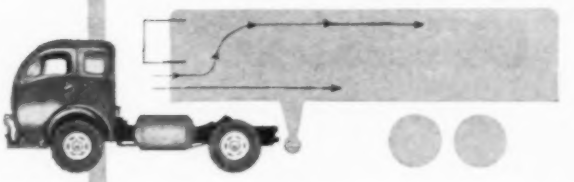


Fig. 1

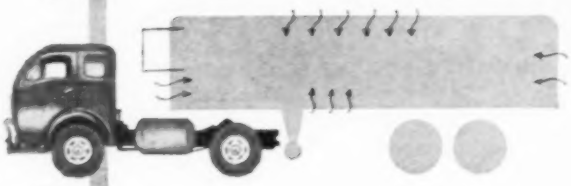


Fig. 2

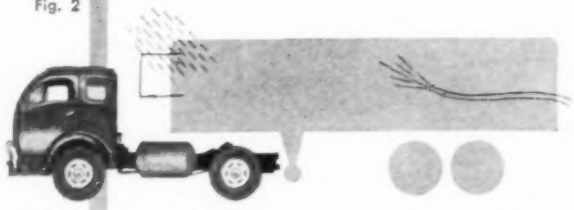


Fig. 3

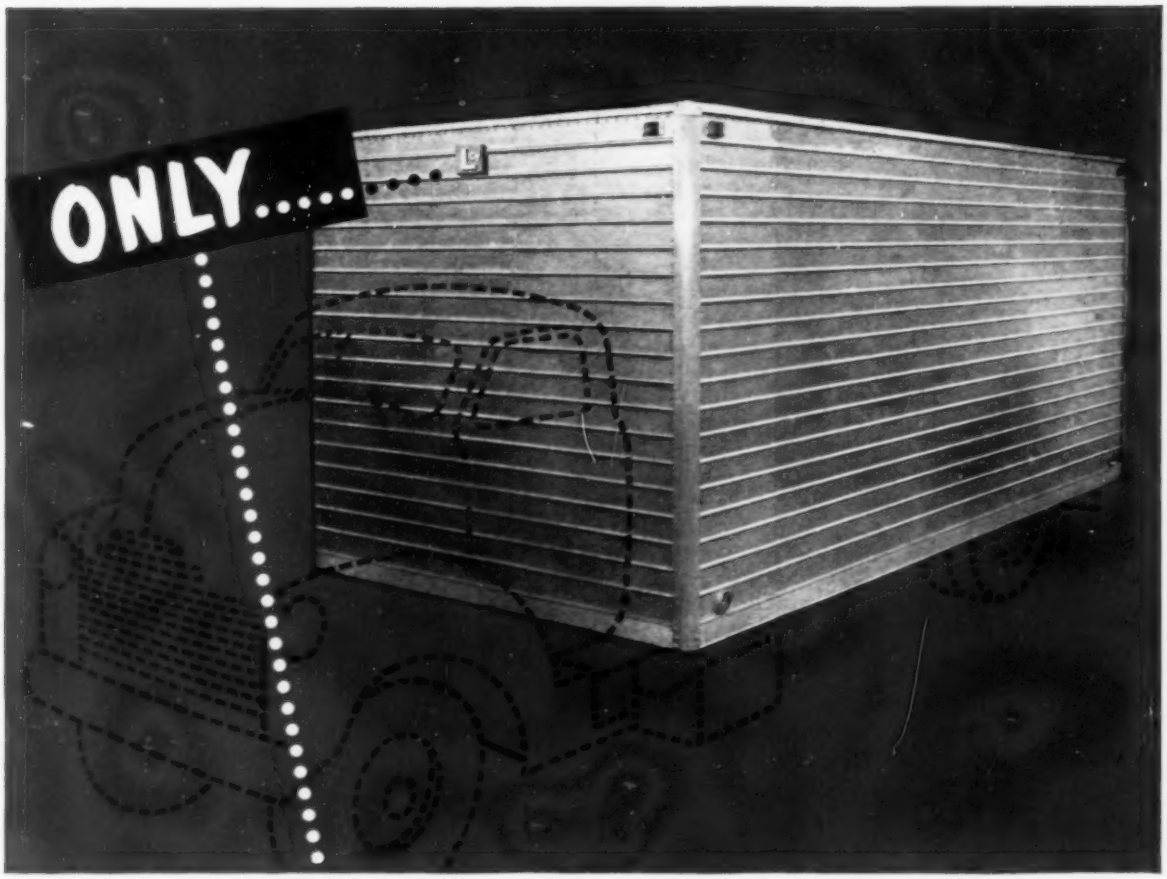
Air infiltration due to pressure against leading surface when body is in motion forces warm moist air through openings in outer shell. (Fig. 1)

Vapor pressure differences force in moisture whether the cargo trailer is in motion or standing still. This is called diffusion. (Fig. 2)

Liquid water in the form of rain, steam, defrost, or wash water may also enter through any break in the inner and outer shells. (Fig. 3)

Armstrong INSULATIONS

Fiberglas • Corkboard • Armalite



The Truck Body

Gives You ALL These Advantages:

ENGINEERED RUGGEDNESS
Designed and built for strength

ENGINEERED DURABILITY
Thousands now on the road—each built for the toughest job

MAXIMUM ECONOMY
Costs less, delivers more, stands up better

BIGGEST PAYLOAD POSSIBLE
Built for increased load capacity—volume **and** weight

LEAK PROOF CONSTRUCTION
None of the expansion and contraction troubles of "one piece" tops

NO MAINTENANCE PROBLEMS
The finest, strongest aluminum, no painting necessary, no rust possible

YOU CHECK IT OUT . . . For detailed information or the name of the dealer nearest you, call or write:

LYNCOACH & TRUCK CO., Inc.

TRUCK BODY MANUFACTURERS SINCE 1929 ONEONTA, N. Y.

3,000,000 miles with one accident! Only one road call a month! 40% longer engine life!

Preventive maintenance with Cities Service Products pays off

The Man Behind the Record
President and owner Theodore Bauer, Jr. took over Green Line in 1942, started using Cities Service products eight years ago. Today, he'll use nothing else.

You can credit preventive maintenance with Cities Service products for the incredible record above, reports Theodore Bauer, owner of Green Line.

Some time ago, Green Line and Cities Service worked out this tremendously successful program by stipulating the following:

Every 3,000 miles . . .	**Grease chassis, change oil and filters**
Every 6,000 miles . . .	**Tune up engine**
Every 12,000 miles . . .	**Front wheels repacked**
Every 24,000 miles . . .	**Rear wheels repacked**
Every 48,000 miles . . .	**Change fuel pump, rebuild generator**

The Cities Service products used in this program are: C-300 Motor Oil, for maximum protection against carbon and varnish . . . Multi-purpose Trojan H-2 Grease to simplify grease inventory . . . Trojan MP Gear Oils . . . and Regular Gasolene.

Reports Bauer: "Cities Service C-300 Motor Oil alone can be credited with increasing engine life 40%. My 75 gasolene-driven trucks now have a life expectancy of 400,000 miles, with some running up to 169,000 miles before overhaul. Engines are unbelievably clean."

If you're out to set records like Green Line . . . if *you* want to get rolling with a workable, profitable preventive maintenance program, call in a Cities Service Lubrication Engineer. Or write: Cities Service Oil Company, Sixty Wall Tower, New York 5, N. Y.

CITIES SERVICE

QUALITY PETROLEUM PRODUCTS

LETTERS TO THE EDITOR

Continued from page 39

wagons. 15 units—½ T and LT panels, buses, wrecker and passenger cars.

We have in mind a new shop layout and are seeking advice or suggested planning for:

1. The number of square feet allowance to service a fleet our size.
2. Types of testing equipment.
3. Grease pit vs. hydraulic lift.
4. Truck wash rack.
5. Advisability of doing own:
   A. Brake shoe relining.
   B. Generator overhaul.
   C. Windshield wiper motor overhaul.
   D. Other similar repairs vs. exchange medium.
6. Type of building construction.
7. Height of one-story building.
8. Ventilation.

We do not plan to do major machine, lathe or boring work. Our main interests are preventive maintenance and minor repairs with motor exchanges to a limited degree.

RICHARD J. HOLCER
WOODWARD & LATHROP
WASHINGTON, D. C.

■ **We've sent Mr. Holcer a group of special reports from Fleet Owner. Included are:**

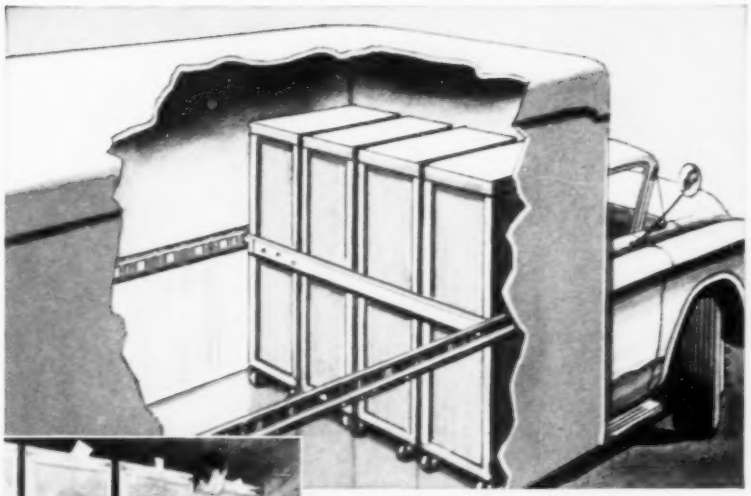
1. Three special reports on how to plan and design a maintenance garage.

2. A special report on washing and painting giving you the information needed on wash racks.

3. A special report from our annual PM issue giving information on whether to "do it yourself" or farm it out.

We have very little information on actual building, and therefore cannot help by suggesting type of building, the height of it, or ventilation. We have never done anything on buildings because materials vary from area to area, and it would be impossible to give the best materials to use. Perhaps one of Fleet Owner's readers has some suggestions for fellow-reader Holcer.

Got a question that's been bothering you? Drop a line to Letters Editor, FLEET OWNER, *330 West 42nd St., New York 36, New York.*



It takes only seconds for this truck maintenance superintendent to install a shoring bar in one of his trailers. In this instance, the shoring bar segregates and holds bakery trays.

Here a tension-locking Aeroquip WEBLOCK Strap Assembly quickly secures the truck's cargo. The WEBLOCK Strap tightens with a pull, locks tension automatically and releases with a touch of a finger. A wide variety of WEBLOCK Straps are available for light, medium, and heavy-duty service.

Cut Cargo Damage with Aeroquip Cargo Control System

REDUCE OPERATING COSTS!

Quick, easy, damage-free truck cargo handling becomes a reality with the new Aeroquip Cargo Control System. This simple, versatile, cargo control system adapts to any type truck or trailer . . . quickly and safely secures all kinds of cargo, preventing tipping or shifting during transit.

Special industrial steel track is installed inside the truck or trailer. Either tension-locking Aeroquip WEBLOCK Strap Assemblies or steel shoring bars can be used with the truck, according to your load requirement. TRACKLOCK end fittings on the strap assemblies, and spring-loaded end fittings on the shoring bars, snap into the notched track.

Using the WEBLOCK Strap Assemblies or shoring bars, one man can secure and release full or partial loads in seconds!

Another feature: The steel shoring bars can also be used as a base for an extra loading floor—actually forming a second decking in the trailer. Many more advantages with the new Aeroquip Cargo Control System. Get complete information by returning the coupon below.

WEBLOCK and TRACKLOCK are Aeroquip Trademarks

General LOGISTICS
A DIVISION OF Aeroquip CORPORATION

PLEASE SEND:

☐ full information on G. L. truck cargo control system

☐ the new G. L. catalog.

GENERAL LOGISTICS a Division of Aeroquip Corporation
P. O. Box 1071-M, Pasadena, California

Name _____ Position _____
Company _____
Address _____
City _____ Zone ____ State _____

Dodge 900 Tractor and Dodge 100 Pick-up.

Long hauls or short . . . no matter where your fleet goes, you save money with Dodge Power Giants!

Door-to-door bakery service, or toll-road cruising . . . "hurry, hurry" delivery of motion picture film, or super-safe delivery of explosives—every fleet has *different* truck requirements. That's why Dodge builds so many *different* trucks.

Take engines, for instance. Dodge offers Sixes from 113 to 141 hp., V-8's from 204 to 234 hp. Each Dodge *Power Giant* is built for a specific fleet need. Each is designed to save you money on first cost, in economical operation, and by reducing down time and maintenance to a minimum.

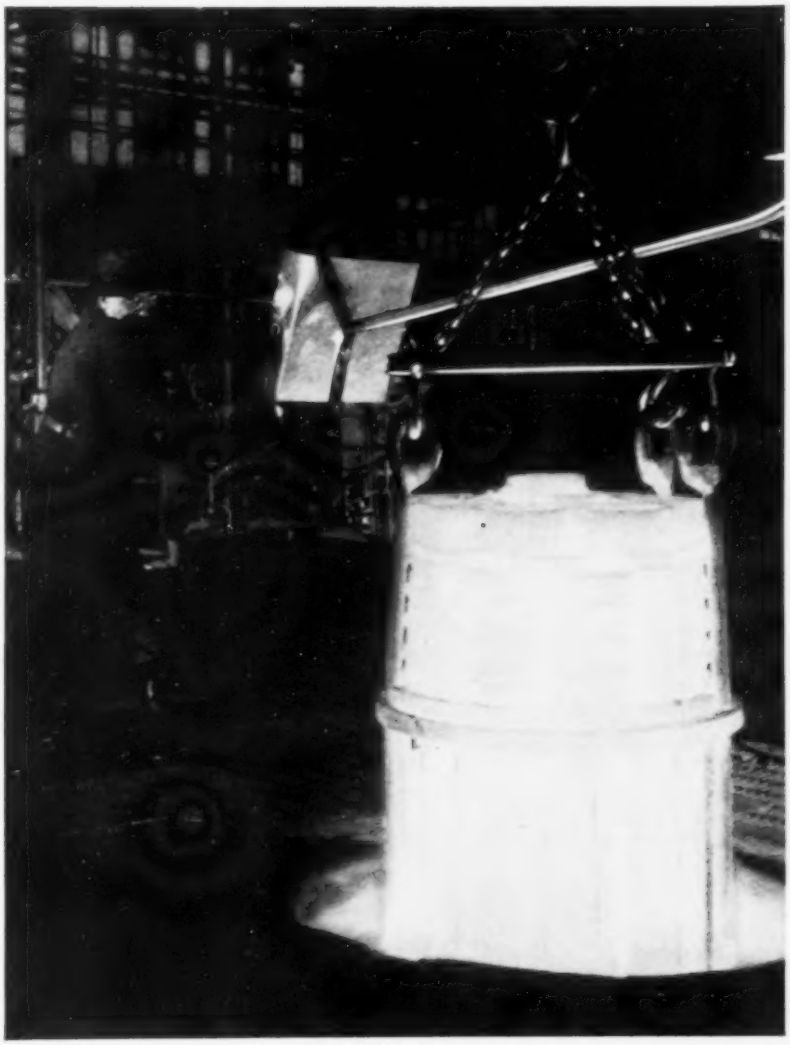
The dependable Dodge Six is famous for economy, of course. The Power-Dome V-8? *It* won a leading automotive magazine's test for fuel economy over the other V-8 pick-ups in the low-priced three!

It's true—there's a fuel-saving, money-saving Dodge *Power Giant* for every fleet need: panels, pick-ups, stakes, forward-control chassis, cab-over-engines, Town Wagons, four-wheel-drives for off-road use, chassis cabs, school bus chassis. Maximum G.V.W.'s range from 5,100 to 46,000 lbs., maximum G.C.W.'s from 30,000 to 65,000 lbs.

Better talk with your Dodge truck dealer—see which *Power Giant* would save the most money for *you!*

DODGE *Power Giants*

We make 'em hard on the outside, tough on the inside



(Another reason why TIMKEN® bearings are first choice with truck manufacturers)

WE case-harden every Timken® bearing race and roller in the world's largest battery of case-carburizing furnaces. It makes them hard on the outside to resist wear, tough on the inside to take shock. You get longer bearing life with trouble-free operation.

Timken bearings are designed according to geometric law to roll true. They're made to live up to that design—every step of the way—through rigid quality control. We even make our own steel—America's only bearing manufacturer that does. That's why Timken bearings are first choice with the men who know trucks best—the manufacturers.

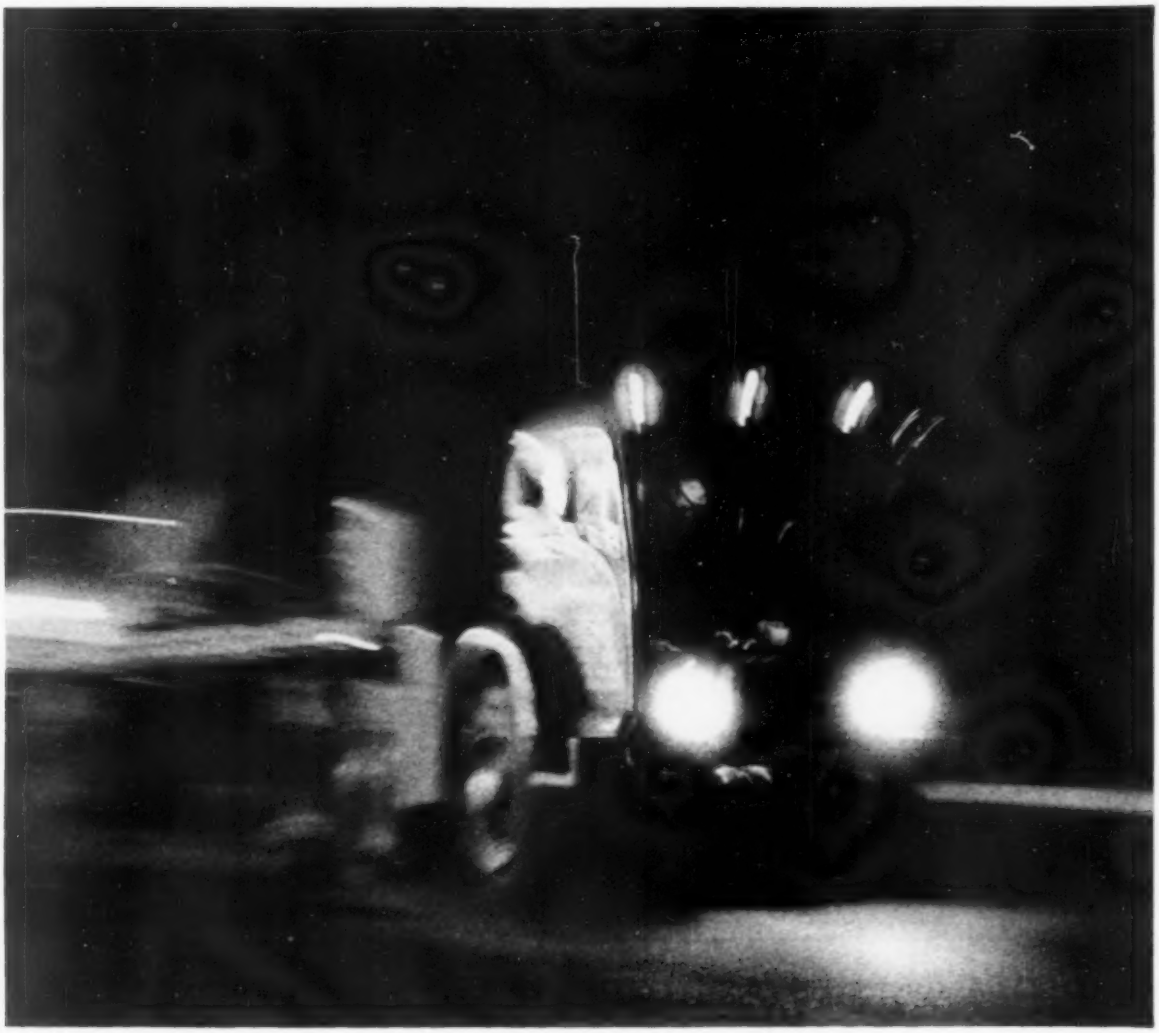
Do what they do. Always specify Timken bearings. They're *your* best bet for replacement. And for your free copy of "Timken Tapered Roller Bearings—Their Care and Maintenance", write Dept. OF-7, The Timken Roller Bearing Company, Canton 6, Ohio. Cable address: "TIMROSCO".

SINCE THEY'RE BEST WHEN THE TRUCK IS NEW, THEY'RE BEST FOR REPLACEMENT, TOO!

TIMKEN TAPERED ROLLER BEARINGS ROLL THE LOAD

TRADE-MARK REG. U. S. PAT. OFF.

NOW STANDARD EQUIPMENT
FIRESTONE'S CHALLENGER RIM TURNS



THIS GREAT NEW RIM LINE AVAILABLE

Akron 7, Ohio—The Motor Rim Manufacturers Co.
Albany 1, N. Y.—Wheels, Incorporated
Albuquerque, New Mexico—Wheels & Brakes, Inc.
Atlanta 3, Ga.—John A. Harris & Son, Inc.
Baltimore 3, Md.—R. W. Norris & Sons, Inc.
Baltimore 25, Md.—Standard Wheel & Rim Co.
Birmingham 3, Ala.—Wheel, Rim & Parts Co.
Boston 35, Mass.—New England Wheel & Rim Co.
Buffalo 3, N. Y.—Frey, The Wheelman, Inc.
Cedar Rapids, Ia.—Des Moines Wheel & Rim Co.
Charlotte 1, N. C.—Carolina Rim & Wheel Co.
Chicago 16, Ill.—Stone Wheel & Rim Co.
Cincinnati 3, Ohio—Rim & Wheel Service, Inc.
Cleveland 1, Ohio—The Motor Rim Manufacturers Co.
Clifton, N. J.—Wheels, Incorporated
Columbus 15, Ohio—Hayes Wheel & Spring Service
Dallas 2, Texas—Southwest Wheel, Inc.
Davenport, Iowa—Stone Wheel & Rim Co.
Dayton 2, Ohio—Rim & Wheel Service, Inc.
Denver 1, Colo.—Quinn & McGill Motor Supply
Des Moines 12, Iowa—Des Moines Wheel & Rim Co.
Detroit 8, Michigan—H & H Wheel Service, Inc.
Detroit 2, Michigan—Rim & Wheel Service Co.
Evansville, Ind.—Auto Wheel & Rim Service Co.
Fairfield, Conn.—Connecticut Wheel & Rim Co.
Fargo, N. Dakota—Wheel Service Co.
Fargo, N. Dakota—Pioneer Rim & Wheel Co.
Fort Wayne, Ind.—Wheel & Rim Sales Co.
Grand Rapids 2, Mich.—Rim & Wheel Service Co.
Harrisburg, Pa.—Standard Wheel & Rim Co.
Hartford 6, Conn.—Connecticut Wheel & Rim Co.
Houston 2, Texas—Southwest Wheel, Inc.
Indianapolis 2, Ind.—Indiana Wheel & Rim Co., Inc.
Jacksonville, Fla.—Southeast Wheel & Rim Co.
Kansas City, Mo.—Borbein, Young & Co.
Knoxville 17, Tenn.—John A. Harris & Son, Inc.
Lancaster, Pa.—Standard Wheel & Rim Co.
Los Angeles 23, Calif.—Motor Rim & Wheel Service
Los Angeles 58, Calif.—Wheel Industries, Inc.
Louisville 3, Ky.—Auto Wheel & Rim Service Co.
Lubbock, Texas—Southwest Wheel, Inc.
Memphis 3, Tenn.—Beller Wheel, Brake & Supply
Milwaukee 8, Wisc.—Wisconsin Wheel & Rim, Inc.
Minneapolis 4, Minn.—Pioneer Rim & Wheel Co.
Nashville 3, Tenn.—Beller Wheel, Brake & Supply

ON NEW TRUCKS AND TRAILERS...

WHEEL DEAD WEIGHT INTO EXTRA PAYLOAD!

Low-priced Challenger line lowers axle weight 8-12 percent per wheel—puts the pounds where they pay off.

FIRESTONE FL 5° CHALLENGER RIM

The only 2-piece rim providing full center spacing.

FIRESTONE N 5° CHALLENGER RIM

The lightest 2-piece rim available ... provides recommended spacing.

Firestone's new lightweight Challenger rim passes heavyweight stress tests to add dollars to payloads. Stress-testing in Firestone labs cuts virtually all non-functional weight from rim, reinforces high stress points well beyond top load limits. They're proved by performance in over-the-road runs, and already adopted by many truck and trailer manufacturers as standard equipment. Exclusive Firestone Permaplate finish resists rust and corrosion. Two-piece rim construction makes possible fast mounting and demounting. Center to center spacing on duals gives quick interchanges. Every Challenger runs true because like all Firestone rims they're sized to Firestone's precision standards. Firestone Challenger rims are the lowest priced quality rims you can own. Buy them for replacements. Specify them as original equipment. You'll get more payload profit on every run.

FIRESTONE STEEL PRODUCTS CO.
AKRON 1, OHIO

Enjoy the Voice of Firestone on ABC television every Monday evening. Copyright 1958, The Firestone Tire & Rubber Company

THROUGH THESE OUTSTANDING DISTRIBUTORS

New Haven 11, Conn.—Connecticut Wheel & Rim Co.
New Orleans 19, La.—Southern Wheel & Rim Service
New York 23, N. Y.—Wheels, Incorporated
Oklahoma City 1, Okla.—Southwest Wheel, Inc.
Omaha 2, Neb.—Morgan Wheel & Equipment Co.
Omaha 1, Neb.—Omaha Rim & Wheel Co.
Peoria 2, Ill.—Peoria Wheel & Rim Co.
Philadelphia 4, Pa.—Kay Wheel Sales Co.
Pittsburgh 13, Pa.—Wheel & Rim Sales Co.
Portland 9, Oregon—Auto Wheel Service
Portland 14, Oregon—Six Robblees', Inc.
Providence 3, R. I.—New England Wheel & Rim Co.
Raleigh, N. C.—Carolina Rim & Wheel Co.
Richmond 20, Va.—Dixie Wheel Company
Rochester 7, N. Y.—Frey, The Wheelman, Inc.
St. Louis 8, Mo.—Borbein, Young & Co.
St. Paul 4, Minn.—Wheel Service Co.
Salt Lake City 11, Utah—Henderson Rim & Wheel Service
San Antonio 2, Texas—Southwest Wheel, Inc.
San Francisco 10, Calif.—Motor Rim & Wheel Service
San Francisco 3, Calif.—Wheel Industries, Inc.
Seattle 99, Wash.—Motor Wheel & Parts Co., Inc.
Seattle 14, Wash.—Six Robblees', Inc.
South Bend 18, Ind.—Wheel & Rim Sales Co.
Spokane 2, Wash.—Bearing & Rim Supply Co.
Springfield, Mo.—Borbein, Young & Co.
Springfield, Ill.—Illinois Wheel & Brake Co.
Syracuse 1, N. Y.—Wheels, Incorporated
Tacoma 3, Wash.—Six Robblees', Inc.
Toledo 2, Ohio—Wheel & Rim Sales Co.
Wichita 5, Kansas—Borbein, Young & Co.
Winston-Salem, N. C.—United Automotive Service

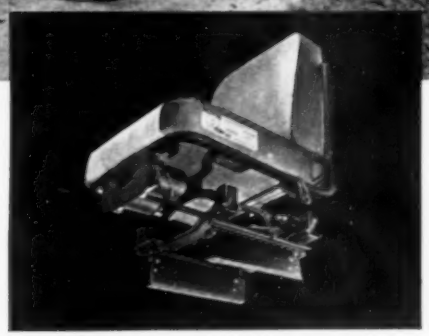
CANADIAN DISTRIBUTORS

Calgary, Alberta—Fisk Tire Service Co., Ltd.
Edmonton, Alberta—Alberta Wheel Distrib., Ltd.
Edmonton, Alberta—Clark's Service Garage
Montreal 34, Quebec—Auto Wheel & Supplies, Ltd.
Regina, Sask.—Brakes & Wheels, Ltd.
Toronto 1, Ontario—Harpham Brothers
Vancouver 10, B. C.—Wheels & Equipment, Ltd.
Winnipeg, Manitoba—Fort Garry Tire & Service Co.

HERE'S 47 YEARS OF DIAMOND T PROGRESS

now offering "passenger-car ride"

with **BOSTROM** LEVEL RIDE 80 *seats*



Bostrom "Level-Ride" 80 Suspension Seat

The chain-driven, hard-tired, hard-riding Diamond T Truck of 1911 is a far cry from the sleek, diesel-powered Diamond T of today. Now there's far greater power—plus far better performance and appearance, and far greater riding comfort.

The new riding comfort comes from Bostrom "Level-Ride" 80 suspension seats, available on all Diamond T Trucks. The "Level-Ride" 80 is the seat that delivers a "passenger-car ride" in trucks—taking away the jolts, jars and shocks from both highway travel and off-the-road driving such as on logging, quarrying and construction jobs.

Seated on a Bostrom "Level-Ride" 80, the driver floats over bumps and jolts in a straight line. Back slap and rub disappear, too. Road shock and vibration are absorbed between the bottom of the seat and the floor of the cab. Giant torsion springs flex like your knees, taking up the shock otherwise transmitted to your spine.

The results? Increased driver efficiency and productivity; protection of drivers' health and safety; more satisfied, longer-on-the-job drivers. Be sure to specify Bostrom "Level-Ride" 80 Seats as factory-installed equipment on your new trucks—available on all makes. See your truck dealer or parts jobber for Bostrom seat replacement on your present trucks, too.

Bostrom Manufacturing Company, 133 W. Oregon St., Milwaukee 4, Wis.

FREE MOTION PICTURE IN SOUND AND COLOR—*"Gentlemen, Be Seated," an informative motion picture on modern highway travel, is available without charge for showing to groups. Write for booking date.*

BOSTROM®

FLEET OWNER
PLEASE ROUTE TO:

FLEET TRENDS . . .

Eisenhower okayed highway bill despite "misgivings" about what he called "grave defects" in it. The federal-aid act of 1958 provides for a short term speed-up of highway construction. "The first and most important of these defects," the President said, "is the violation of the long established principle of a 50-50 sharing of Federal and state costs of Federal-aid highway programs other than the Interstate System." For this year, Federal aid will be two-thirds.

Three factors persuaded Eisenhower to sign the new bill. They are: (1) The desirability of speeding up construction of "our badly needed system of Interstate highways. (2) The hope that in the acceleration of work on the Interstate System and other Federal-aid highway projects "some impetus may promptly be given to public and private efforts to increase employment." (3) "The temporary character of what I believe to be the faulty provisions of the bill."

—0—

More government aids for railroads are planned by Secretary of Commerce Sinclair Weeks and Chairman George Smathers (D-Fla.) of the Senate Transportation Subcommittee. Weeks has submitted to Congress a White House-backed plan under which the government would underwrite loans up to $200-million for purchase of rolling stock and up to $500-million for other capital additions. Also, Weeks would relax ICC regulation over railroads to aid them in truck competition.

Smathers may try to outdo the administration in helping the railroads. He is trying to round up committee support for creation of a government-operated "railroad emergency loan fund." And he favors repeal of the excise tax on transport of persons and property by all carriers.

—0—

Trucking company mergers have been attacked again by the Senate Small Business Committee and its chairman, John Sparkman (D-Ala.). The committee wants the ICC to stiffen its attitude toward mergers—and Sparkman says the ICC should be more concerned about a situation "in which less than 5% of the carriers do more than 60% of the regulated trucking business." The committee, in a report, also charges that ICC favors merger requests from large carriers.

—0—

Studebaker-Packard is switching to "small cars," abandoning both the present Studebaker and Packard lines. This decision represents an all-out, sink-or-swim effort to capitalize on the American public's growing taste for economy vehicles. The new car will be the Scotsman basically, featuring the short wheelbase and no overhang design.

GMC's new plant is reportedly for small cars, too. Slated to open next year near the Willow Run airport outside Detroit, this

Continued on next page

plant will employ 3500-400 workers—and it appears pretty definite that this will be GM's first facility for the small car. The decision has not been made which division will make and market the new line. Chevrolet apparently has the upper hand because it's a large-volume, low-price division; but the Pontiac dealer organization is in bad shape, and Pontiac is fighting to get the small-car deal in order to bolster its dealer arrangements.

-0-

Piggy-back business is up. The Chicago, Burlington & Quincy Railroad reports that despite the general downtrend in carloadings, its piggy-back business in the first quarter ran 45% to 50% ahead of the like period in 1957. The line contends that if the current trend continues, it should handle a total of 25,000 loaded trailers on its flatcars this year, compared with 15,700 in '57 and 10,500 in '56.

-0-

Toll road "bargain rates" at night are offered by the Florida State Turnpike Authority on the Sunshine State Parkway. Vehicles entering the parkway between 10:00 PM and 6:00 AM will have tolls reduced between 20% and 40%. Three and four-axle vehicles, for example, would get 40% reductions on trips running the full 110 miles of the turnpike.

-0-

Common-carrier law changes are being considered by the House Interstate Commerce Subsommittee on Transportation and Communications. Hearings are scheduled on three proposed amendments relating to agricultural exemptions, private carriage, and the statute of limitations.

-0-

ICC has listed new "out of service" causes. In a notice of proposed rule making, the commission specifies equipment defects that would result in a vehicle being marked "out of service." The effect of this is to substitute a completely new and detailed series of defects for ICC's general statement regarding out-of-service vehicles. ICC is now making available copies of the new requirements.

-0-

Top officer of two transit firms goes after a third. Frederick J. "Fritz" Johnson leads a group which is negotiating to buy Louisville Transit Co. Johnson is currently president of Milwaukee & Suburban Transport Corp. and chairman of the board of Indianapolis Transit System—and he's the former president of the Louisville outfit he wants to buy.

-0-

Air-conditioned bus rides cost 1c more under an experimental program at Dallas Transit Co. All buses on eight of its major lines are now air-cooled, and fare is 19c.

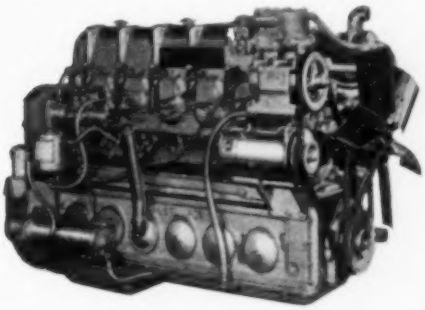
McGuire Lumber gets faster trips with P&H DIESEL

When Mr. Melvin McGuire, president of McGuire Lumber Yard, Yakima, Wash., checks with his son, Dale, on their Model 351 Peterbilt Truck he knows its 6-cyl. P&H Diesel is delivering "far above average performance." Dale says, "this P&H Engine takes grades with minimum shifting, results in faster trips, makes possible a 4,000 board feet increase in payload."

Until Harnischfeger developed the P&H Diesel, truck owners had to be satisfied with operating characteristics which did not fully utilize the potential of the diesel engine. But now, P&H Diesels have changed the situation with:

- **better response, higher torque, faster starts than any other make of diesel.**
- **modern aluminum design for highest horsepower per pound of weight.**
- **25% fewer parts and all wearing parts are interchangeable.**
- **simplicity of desigh for easier maintenance — less downtime — smaller parts stock.**

Specify the one diesel with all the features that deliver top performance—P&H Diesel. P&H Diesel Engine Division, Crystal Lake, Ill.



P&H DIESELS

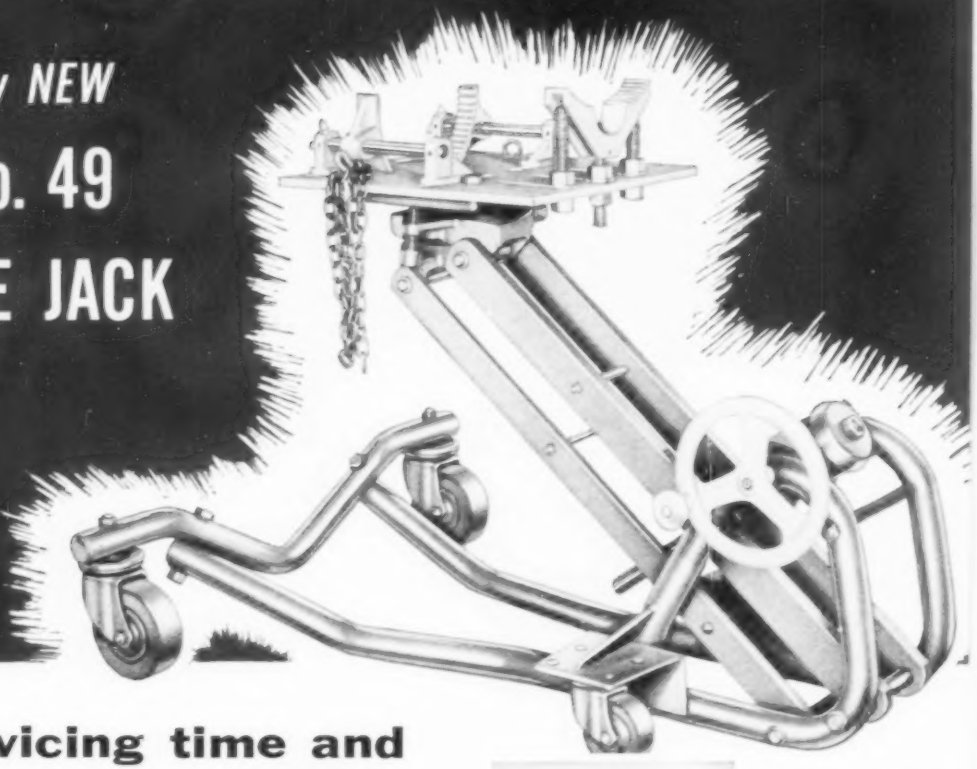
Fastest Growing Name in Diesel Power

NOW! one man can handle any heavy-duty truck transmission!

the revolutionary NEW

WALKER No. 49 UNI-CRADLE JACK

for ALL transmissions, torque converters, differentials.



Slash servicing time and costs as much as 60%

Man hours saved mean man-sized cost reduction. And that's just what the amazing new Walker No. 49 Uni-Cradle was made to do. Take those *extra* men off heavy-duty truck transmission jobs! For the first time, one man—and one man alone—can handle any transmission removal or installation, thanks to the No. 49.

Two unique Walker-developed features make the difference; side control design and the revolutionary tilt control that moves a transmission as little as a hair, as much as 10°, off center, in any direction—front, back, right or left! The head pitches forward and backward for spline alignment, tilts to either side for dowel pin and bolt alignment!

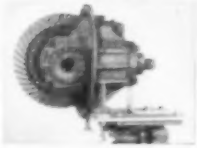
As for the side controls: notice how the elevating wheel is placed so the operator can visually align the pilot shaft and still be in comfortable reach of *all* controls.

The revolutionary new Walker No. 49 Uni-Cradle has been pre-tested and approved by the nation's leading fleet service shops and truck manufacturers. See for yourself how much this great new transmission jack can save you in man hours and dollar costs. Just fill out and mail the coupon below:

WALKER MANUFACTURING COMPANY OF WISCONSIN • RACINE, WISCONSIN

Adaptor for Allison transmissions goes into place in a jiffy . . . handles Chevrolet Powermatic and Ford Transmatic with greater precision and ease than ever before possible.

Differential adaptor handles all types of truck differentials (except top mounted)—including double reduction, two-speed and forward drive units of tandem rear ends.



No. 49 has lowered position height of 7¼" and large ball bearing wheels for easy, quick dollying in tight under-truck spaces.

WALKER MARKETING CORPORATION • Racine, Wis.

Gentlemen:

Please send me additional information on the #49 Jack, and name of Walker Distributor nearest me.

Name .....

Title .....

Company .....

Address .....

City ..... Zone ..... State .....

WALKER

World's leading maker of jacks

Sold and Distributed by Walker Marketing Corporation, Racine, Wisconsin

FLEET OWNER

USED VEHICLES

How Fleets Try to Profit From Them

ONE OF THE MOST CONTROVERSIAL subjects in fleet operations is, "How do you retire vehicles?" Ask 150 fleetmen and you'll receive that many answers, most of them backed up by good reasons. And, in almost every case, you'll find some worthwhile ideas. But how can you go about asking this many people? It's impossible for one person.

But FLEET OWNER's staff decided it needed doing, and in personal and telephone interviews uncovered some offbeat angles on disposing of vehicles. Over 150 truck and bus operators around the country were contacted to find when they felt a vehicle had outlived its usefulness, how they got the most out of it when it had.

Practically every one of these men had different programs, suited to their individual needs. It became clear to the editors that there was no way to map the ideal program. But there was a great deal of value to be learned from what these men considered important in planning.

10 Points to Help You Plan a Top Program for Your Fleet

From comments made by fleetmen all over the country, FLEET OWNER picked this batch of thoughts as summing up the top thinking. No program for used-vehicle disposal will include all of these points. Some even contradict others. But you'll want to consider them all when you plan, or re-examine, your own handling of used vehicles.

1. Watch the market—many operators say it pays to see if you can get a better price for your used equipment a few miles away, or possibly by holding onto a vehicle until prices rise.

2. Good maintenance can sell for you, according to quite a few of the fleetmen questioned in this survey. They claim that if potential buyers know you keep your equipment in top shape, you can stand back and let the world beat a path to your door when you have something to sell.

3. Check the public-relations angles in selling used equipment. You may find you'll want to deal with the people who give you your business or with local dealers because they're part of the community where you operate.

4. Check the benefits of cannibalizing as parts prices climb. It may pay you more to keep parts of your old vehicles than it will to stock a heavy inventory and sell the whole vehicle all at once. Especially if the market in your area is soft, this can be a big help.

5. Consider the future used-car market when you pick your new fleet cars. This has paid off for several smart operators.

6. Keep obsolescence in mind when you measure a vehicle's life. You may be denying yourself potential business by not taking advantage of boosts in size-and-weight limits.

7. Take advantage of styles in equipment. If you can still get parts for a vehicle and it's doing the job, the slow changes in the appearance of trucks and buses may work in your favor.

8. Keep some control over who operates the equipment you sell. You could be signing your death warrant instead of a bill of sale if you aren't careful. Your used vehicles may set a competitor up in business with the specialized equipment he needs to operate.

9. A close tie-in with one dealer pays off for many operators. Although they may pass up the chance for better bids, they find there are some

Continued on next page

big dividends in finding a working arrangement that benefits both sides.

10. Consider reconditioning or repainting your used equipment when you're ready to put it on the market. It can help you make a sale, and possibly save you some grief if a future user is careless with a vehicle that "looks like yours."

You'll find what fleet men are thinking around the country in the story below—in the east, the south, the midwest and the west. Their statements reflect many different ways of thinking.

Quite a few of them are in disagreement. But FLEET OWNER realizes it can't map out a program for you on the basis of what a certain percentage of other operators are doing.

The statements you'll read were picked to show you the "why" behind what different fleets are doing, and the fresh approaches many imaginative fleetmen have come up with—fresh approaches that may be of use in your operation.

How Used-Vehicle Programs Are Planned—Region by Region

IN THE EAST

NEW YORK: *"The local dealer is important because he's a sound member of the community where you operate"*

This was the heart of his company's program, a transportation engineer told FLEET OWNER. The large public utility he works for operates throughout New York State, makes it a policy to handle its used vehicles on a local basis, selling only through dealers in the community where the branch operation is located. His company contends that you can't separate your used-vehicle program from your operation as a whole.

What about cannibalization of parts from old vehicles? An official with one of the departments of New York City had this to say: "Let's say we decide to abandon a certain line of vehicles, or that we currently have the line in use but the manufacturer discontinues it. Then we cannibalize. But we start the cannibalization six months before the predicted retirement. When replacement time comes around, we're not stuck with any unusable vehicle-parts inventory."

Another reason for cannibalization, as well as junking vehicles, was given by the fleet manager of a moving company. "We don't sell because our vehicles are special jobs and we have to protect ourselves against putting some guy on the corner into competition with us." Trade-ins? "We don't trade in either because the dollar allowance on old vehicles isn't greater than the junk plus cannibalization value."

WASHINGTON, D. C.: *"The trend toward cannibalization is increasing as parts become more expensive"*

So reports the mechanical department director of a transit fleet operating in the Washington area. This company finds it gets few used-bus bidders who make offers over the going rate for scrap, so though they do try to sell the bus first, they usually end up by dealing with the salvage companies. And when parts are usable, if they're in demand, the shop men strip them. Some buses are scrapped by the company itself when the market falls off. These are all cannibalized.

Incidentally, this company takes bids on fleet station wagons, then offers them to company employees at the highest price offered by the dealers for trade-ins. Under the same system, practically all company cars are optioned off.

What's in demand determines what's bought when one Washington restaurant chain picks its fleet cars. This year, because they'll have a better resale value, the fleet's going to V-8's with power transmissions. This company, too, takes its employees into consideration in its car deals, not only selling to them sometimes, but even buying from them on occasion.

A Washington moving fleet that was checked by FLEET OWNER definitely doesn't believe in holding onto vehicles until the market "ripens." Says one vice president: "There's no sense in filling a $15-per-month parking space with a vehicle that will only bring about $50 on the scrap market."

IN THE SOUTH

ATLANTA: *"We definitely buy with the future used-car market in mind"*

The director of fleet operations for a large Atlanta bakery was emphatic in maintaining that it paid off to pick your vehicles, in part, by what they'll bring when they're retired.

The manager of the transportation department for a local delivery fleet said, "We believe that if you put on a few 'extras,' like arm rests and that sort of thing, it's certainly going to help you when it comes time to re-sell the vehicle." All vehicles in this fleet are up for resale.

On the "frills" question, a big factor in any operator's decision has to be length of operation.

Supporting this, the superintendent of equipment for a public utility fleet says, "With a four or five-year old car, the difference at re-sale isn't worth the initial investment."

Another Atlanta public utility fleetman, the garage superintendent, says: "Our fleet cars go through a series of down-gradings before they're finally retired. When a vehicle's been used in Atlanta and is replaced by a newer one, if it's still up-to-date we send it to the managers in other cities where we operate. Then when these have been replaced, they're turned into service cars. The service cars, when they fall due for retirement, are placed on the lot and we take sealed bids with company personnel getting first choice."

DALLAS: *"Obsolescence is a key factor in deciding when vehicles are retired"*

Two Dallas fleetmen said this—men in completely different lines of business. One was the assistant to the president of a medium-sized common carrier, the other the assistant general manager for operations in a large intercity bus company.

According to the trucker, "Retirement is based mostly on time used and obsolescence. Obsolescence can come from change in weight laws, the decision to change from gas to diesel and that sort of thing. Then, too, we recently disposed of a number of trucks because we didn't like the model and felt it didn't live up to expectations."

The busman said, "We're now retiring some vehicles which are not air-conditioned because it would be too expensive to adapt them for air-conditioning. But generally speaking, as new equipment is purchased, older equipment is retired, rather than the reverse."

Flexibility plays a big part in the retirement plans of a government fleet operating in and around Dallas, too. The purchasing agent explains:

"Mileage and condition are both considerations in retiring a vehicle. Sometimes, though, a prospect turns up for a piece and if he's willing to pay more for it than we could get later on trade-in or sale, allowing for continued depreciation and that sort of thing, we'll retire it earlier than we would otherwise."

IN THE MIDWEST

CLEVELAND: *"We have a long waiting list of buyers for our vehicles"*

The superintendent of maintenance at a Cleveland bakery threw his head back and laughed when he was asked if his company advertised its used vehicles. "I could sell ten of my old trucks today, if I had them."

He explained that he had a long list of organizations like the Boy Scouts, Girl Scouts, clubs, and a list of individuals, such as campers and hunters who are waiting for the trucks as they are retired. One explanation for the eagerness: appearance rates high in deciding when a vehicle is retired—which means it might be in very good condition at the time it goes on the block.

Appearance crops up again in the considerations of a manufacturing fleet, and in a new light. The plant manager says: "I'm very conscious of the appearance of my vehicles. I always repaint my trucks before we trade them in so they won't be driven around town in a rundown condition with the company name on them. It would reflect on us if they did."

Ease of disposal can depend on other factors, too. The garage superintendent of a brewery told FLEET OWNER, "Our shop is rated the third best in the city for fleet operations. It's not the largest, but it's efficient."

The result: "When we 'pass the word' that we have trucks up for bids, buyers come from as far as Tennessee and Florida because they know they're low-mileage, well-cared for trucks."

"When do you retire vehicles?" FLEET OWNER asked a top man with a Cleveland industrial fleet. "We have an automatic retirement at five years," he explained, "because of the difficulty of getting parts for vehicles over five years old. And it's proved itself. For instance, we kept one '52 model past the usual limit because the truck seemed to be in better than average shape. Then it broke down recently. We had to wait two weeks for someone to locate a part. They finally found it down in Texas, I think."

DETROIT: *"With maintenance the way it is now, we've more or less ruled out the factor of obsolescence"*

"We just continue to run the vehicles until they're 16 to 20 years old," according to an official with an intercity bus company operating out of Detroit. The decision to retire a vehicle is reached, he says, when they need to sell one in order to buy new equipment.

"Mileage and time," according to a leasing fleetman, "aren't of major importance in a vehicle's retirement. We're interested in the general appearance of the truck and we'll get rid of them if possible, when they have an out-dated appearance. We'll also get rid of a truck when its fenders or sheet metal go haywire."

FLEET OWNER checked to see how the market stood for used trucks in Detroit, learned from a common carrier, "We get continual calls from prospective buyers, and once an okay from headquar-

Continued on next page

ters comes through, junked and other vehicles are sold on basis of the highest bidder."

An oil company executive took a dim view of "systems." He said: ". . . Any company that has a definite policy is way out in left field and I would like to know how they do it."

ST. LOUIS: *"We sell them but control the title so that our competitors can't get our old vehicles"*

That's the method a St. Louis dairy fleet uses to keep from having to compete with its own equipment. The vehicles they sell are "run to death" in the words of the fleetman—but, sold as they are in batches of 20 to 30, they could still act as a beginning for another operation.

"We might get $50 to $100 more for a vehicle if we waited for the right buyer," says a common carrier. "But dealing with one dealer saves so much time that we don't consider this a loss." This fleet has an extremely close working relationship with its dealer that results in far more than an "easy way to dump used vehicles."

Here's how it works: the company calls the dealer when it has tractors to get rid of. Both the dealer and the company then contact other dealers to find the blue book price on these units. Then the deal is negotiated. Sometimes the dealer himself calls to find when the next batch of tractors will be ready.

After the sale, the used-truck dealer keeps all the parts on hand if he should sell only the engine out of the tractor. This means the company has a ready-made stock of parts, doesn't have to store them. When he's purchased a tractor, the dealer can check the company maintenance records, tell whether he needs to do any work on the unit before he puts it up for sale.

Another St. Louis common carrier bases his retirement program to a great extent on his tax picture. "Neither time nor mileage weigh much in our calculations. A combination of maintenance costs and depreciation against income realized on a vehicle is used as a guide."

CHICAGO: *"Our used vehicles usually stay in the family if we can work it"*

"Generally, they're sold to a jobber or dealer," an oil fleetman told FLEET OWNER. "The company feels it can get more out of a vehicle this way than just selling on the market. And, at the same time, we're keeping our fleet on the outside in better shape." The only units traded in by this fleet are those not saleable to jobbers and dealers. Most tanks not suitable for future gasoline hauling go to contractors who use them for hauling water.

A variation on this same idea of looking close to home is followed by another oil company. Says the maintenance superintendent, "Frequently my company goes to a dealer that is one of its customers. This brings them a little closer to us."

A delivery fleet operates on another basis, running its vehicles to capacity and junking them when they're ready for the graveyard. This, of course, makes things a good deal simpler, eliminating some of the problems both of retirement and of disposition. The man in charge of the fleet puts it this way: "If a clunker pops out on the road, it's hauled to the nearest junk pile."

A Chicago common carrier fleet keeps his program simple, too. "Generally speaking," says the fleetman, "the old trucks are just placed on the lot and sold to anybody that comes along." This fleet tries to sell the old truck at its depreciated value. If it's depreciated for three years, and has been driven for two, the company shoots for a third of the truck's original price.

IN THE WEST

DENVER: *"Our vehicle retirements are based on our requirements"*

"There's no other consideration," says the general superintendent of maintenance for a western transit fleet. "If we find that too much of our equipment is idle we review the situation and then dispose of the surplus. Mileage and age are no longer considerations. You know what this city transportation business is. It's steadily contracting. We sell the buses to other carriers in the United States and Latin American countries. We don't advertise. We know where there is a demand for the buses and that's where we sell them."

A similar approach is taken by a leasing company in retiring. Says the manager, "Can't afford to have equipment idle. If it isn't being used in service, we dispose of it regardless of the mileage or age."

Repainting and reconditioning play a big part in the used-vehicle program of several Denver area truckers. One public utility fleet paints all trucks up for sale. "We don't want to hear complaints about the use of these trucks after we dispose of them," the superintendent of transportation says. "The regular shop painters have wide discretion in the colors they paint the trucks. It gives them a kick to be able to use a different color than what they work with all the time. We sure get some odd colors."

A common-carrier fleet sends its vehicle's back to its midwestern headquarters for work before they're sold. The fleet superintendent says, "Lettering is removed from trailers. The trucks are painted and reconditioned, put in top condition because

How this story launched a new up-to-the-minute series

The decision to do a story on used-vehicle practices in this issue was made just before deadline. While surveys were nothing new to FLEET OWNER, if we were going to make our May closing date, the staff knew it had to come up with something drastically different from the old style of mail surveys we've made for years.

HERE'S HOW WE DID IT. Memorandums were sent out to McGraw-Hill's field men around the nation spelling out exactly what we wanted, telling the correspondents whom to contact in each city.

Each field man had the job of contacting five fleets personally, 15 more by telephone. They rushed the result in memos to the New York editorial office.

HERE'S THE RESULT: A fast-breaking story that tells you what's happening right now. Maybe for this story, that isn't too important. But it means a lot for the future. It means we'll be able to give you the facts you need to take advantage of rapid changes in business. It means FLEET OWNER can give you more of what you expect, information you can get nowhere else.

we receive higher bids and it pays to do that."

The owner of another common carrier backs him up on this. "It's very important to bring the condition of the truck up to par. It helps to sell. We steam-clean engines, repaint the running gear. We always clean and repaint."

SAN FRANCISCO: *"We generally trade-in our vehicles. That's the easiest way to get rid of them"*

That's the opinion of an air-line fleetman. But it's far from being the general view in San Francisco these days.

Says a common carrier: "We run our trucks until they're ready to be junked, then we sell them for scrap. They wouldn't be worth much on a trade-in or sale.

"We have specialized equipment for parcel delivery and for hauling uncrated stoves, and if we sold our vehicles while they were still in good shape they might get into the hands of our competitors and it would be a good deal for them."

An official with an intercity bus fleet operating out of San Francisco says: "We generally sell our used buses to carriers that interconnect with our system. Our operations superintendents and traffic men in the field keep in close contact with these carriers, and if another carrier is looking for equipment our man will suggest he contact our maintenance department and see if we have any used equipment for sale. We like to sell our equipment this way, because it creates good will. Among the calls we get for our used equipment are those from Mexican carriers who connect with us at the border.

"We also get inquiries from people who want to convert a bus to a 'house van'—like a house trailer, except it isn't a trailer, or to a horse-carrying van. Sometimes our buses are used as mobile offices."

FLEET OWNER got this idea from a government fleet operator: "When we're auctioning cars we sometimes move them to a location where we think we can get a price for them. We might move them as far as 60 miles for this purpose, no farther. "We sometimes sell cars at a different location so we won't upset the used-car market in a certain locality."

LOS ANGELES: *"We're keeping some old buses in operation because they look the same as what's coming off the assembly line at the present time"*

The transit man who made that statement has run two of his vehicles over a million miles, and is still getting top service from them.

A government trucker took the same tack, saying, "Trucks don't undergo frequent model changes, so that we can have 1939 or '40 trucks on the street without having them look like freaks."

A manufacturer said his fleet made the most of its trucks too. "We rebuild and modernize most of our big stuff—tractors and large trucks—to get about 15 years of service life. Most manufacturers put out kits to replace cabs, fenders, etc., and to modernize and up-date equipment."

New Books Offer Aid to Fleetmen

Here are three professional books worth investigating . . . A handbook to help cities plan better transport . . . A manual on utilizing and handling LP-Gas . . . And some new ideas on making more effective use of your executive time

ONE OF THE KEY GROUPS in planning better urban transportation is the citizen's advisory committee. And this is where you, the fleet man can play a key part in a vital community program. Or if your city has not yet started such a program, you can play an important part in getting one started.

In either case, you'll find good guidance in *Better Transportation for Your City*, a handbook prepared by the National Committee on Urban Transportation. It is one of a series of procedural manuals (15 available now and six more in preparation) for use by public officials and business and civic groups concerned with the growing plight of urban traffic.

Better Transporation for Your City stresses the need for fact-gathering and evaluation techniques. In six chapters (96 pages) it outlines steps to be taken in organizing for the job, getting the facts, defining the problem, developing the transportation and the financial program. Illustrations include sample interview forms, suggested forms for gathering and tabulation of factual data, examples of maps showing concentration or flow of traffic in a number of typical cities.

The procedures outlined have been field-tested in several representative cities, and have been reviewed and refined on the basis of these pilot operations. They are endorsed by the Joint Committee of the American Municipal Association and the American Association of State Highway Officials, the American Transit Association, and by the Bureau of Public Roads which has actively participated in its preparation.

The manual is published by the Public Administration Service, 1313 E. 60th St., Chicago 37, Ill. A list of the other manuals in the series is available from PAS on request. Price of *Better Transportation for Your City:* $5.00.

■

LP-Gas—its handling and utilization. A new, revised edition of *A Practical Guide to LP-Gas Utilization* presents fundamentals in practical and simple terms. Its 29 chapters give detailed information on installation, servicing and use of all types of LP-Gas appliances and equipment for industrial and agricultural applications.

Of particular interest to fleet owners will be the chapters on gas containers, carburetion and internal combustion engines. Wherever possible, mathematical problems have been resolved into tables and charts. Essential information can be obtained without the use of complicated formulas. A complete reference volume on the subject of LP-Gas and its uses, the manual also contains a section listing major manufacturers and suppliers of the fuel and associated equipment.

The manual is written by Earle A. Clifford, presently head of Gas Fuel Technology Department, Southern Technical Institute, Division of Georgia Institute of Technology. Mr. Clifford is also technical editor of *LP-Gas Magazine* and was formerly chief instructor at National LP-Gas Institute. Published by Moore Publishing Co., Inc., 43 W. 38th St., New York 18, N.Y. Price: $10.00.

■

Are you an efficient executive? Is the mail piling up on your desk and are subordinates standing in line at your door? Do you carry home a loaded briefcase at night? These are sure signs that it's time to take a fresh look at yourself and job. There are other less obvious signs, too, and they're covered in a recently published book by Aurin Uris.

Called *The Efficient Executive*, it offers no pat formulas for achieving efficiency. It does suggest questions that will help you find out what's wrong, and define your objectives. For instance, there are thought-provoking chapters on subjects such as getting rid of the rule book, the science of wastebasketry, ideas—how to get them and develop them, how and when to isolate yourself, and how to have time for everything. Also included are chapters on executive tools—how to write memos, conduct interviews, and how to lead or participate in group conferences.

Mr. Uris, who has been with the Research Institute of America since 1947, has a fresh approach to problems of the working executive. He's written a "readable" book, and it's based on many years of sound experience with a wide cross section of industrial and commercial organizations. *The Efficient Executive is* published by McGraw-Hill Publishing Co., 330 W. 42nd St., New York 36, N.Y. Price $4.95.

A **FLEET** CLOSE-UP
OWNER

THIS IS RAY SMITH, Texas trucker who sponsors one of this country's most unique employee benefit programs. A self-made man, Smith is president of Ray Smith Transport Co. in Dallas. He says . . .

"You Can Be What You Want . . ."

". . . IF YOU THINK BIG." This is the philosophy that carried Ray Smith to the top. Now he's offering others a chance to do the same thing. Since 1949, Smith's been giving a new two-way twist to this "think big" theory. That year he started a program offering his employees' children college scholarships . . . the chance to think bigger and better. And the thirteen youngsters who've taken advantage of it so far are undeniably in a better position to "be what they want" as a result.

This is the way the scholarship program operates: Every child of a Smith employee is eligible when he finishes high school. The students have to have good grades and all the other requirements needed to get into college—and each student is free to attend the college of his choice. When he is accepted, his scholarship starts. The amount of the scholarship, based on company profits, is currently set at $500 a year. This takes care of tuition, books and fees, yet leaves enough unpaid so that the student must earn part of his expense himself . . . Smith's theory is that nobody benefits completely from a full free ride.

Smith's been surprised at the relatively meager response to his offer up till now—but most of his drivers, for example, are 25 to 35 years old with younger children. In time, Smith expects total college enrollments under the program to average about 20 every year. He sees it as doing his share for tomorrow's world.

For Ray Smith's own story on how his scholarship program works and what results he's had with it over the past nine years, turn the page →

New Books Offer Aid to Fleetmen

Here are three professional books worth investigating . . . A handbook to help cities plan better transport . . . A manual on utilizing and handling LP-Gas . . . And some new ideas on making more effective use of your executive time

ONE OF THE KEY GROUPS in planning better urban transportation is the citizen's advisory committee. And this is where you, the fleet man can play a key part in a vital community program. Or if your city has not yet started such a program, you can play an important part in getting one started.

In either case, you'll find good guidance in *Better Transportation for Your City*, a handbook prepared by the National Committee on Urban Transportation. It is one of a series of procedural manuals (15 available now and six more in preparation) for use by public officials and business and civic groups concerned with the growing plight of urban traffic.

Better Transporation for Your City stresses the need for fact-gathering and evaluation techniques. In six chapters (96 pages) it outlines steps to be taken in organizing for the job, getting the facts, defining the problem, developing the transportation and the financial program. Illustrations include sample interview forms, suggested forms for gathering and tabulation of factual data, examples of maps showing concentration or flow of traffic in a number of typical cities.

The procedures outlined have been field-tested in several representative cities, and have been reviewed and refined on the basis of these pilot operations. They are endorsed by the Joint Committee of the American Municipal Association and the American Association of State Highway Officials, the American Transit Association, and by the Bureau of Public Roads which has actively participated in its preparation.

The manual is published by the Public Administration Service, 1313 E. 60th St., Chicago 37, Ill. A list of the other manuals in the series is available from PAS on request. Price of *Better Transportation for Your City:* $5.00.

■

LP-Gas—its handling and utilization. A new, revised edition of *A Practical Guide to LP-Gas Utilization* presents fundamentals in practical and simple terms. Its 29 chapters give detailed information on installation, servicing and use of all types of LP-Gas appliances and equipment for industrial and agricultural applications.

Of particular interest to fleet owners will be the chapters on gas containers, carburetion and internal combustion engines. Wherever possible, mathematical problems have been resolved into tables and charts. Essential information can be obtained without the use of complicated formulas. A complete reference volume on the subject of LP-Gas and its uses, the manual also contains a section listing major manufacturers and suppliers of the fuel and associated equipment.

The manual is written by Earle A. Clifford, presently head of Gas Fuel Technology Department, Southern Technical Institute, Division of Georgia Institute of Technology. Mr. Clifford is also technical editor of *LP-Gas Magazine* and was formerly chief instructor at National LP-Gas Institute. Published by Moore Publishing Co., Inc., 43 W. 33th St., New York 18, N.Y. Price: $10.00.

■

Are you an efficient executive? Is the mail piling up on your desk and are subordinates standing in line at your door? Do you carry home a loaded briefcase at night? These are sure signs that it's time to take a fresh look at yourself and job. There are other less obvious signs, too, and they're covered in a recently published book by Aurin Uris.

Called *The Efficient Executive*, it offers no pat formulas for achieving efficiency. It does suggest questions that will help you find out what's wrong, and define your objectives. For instance, there are thought-provoking chapters on subjects such as getting rid of the rule book, the science of wastebasketry, ideas—how to get them and develop them, how and when to isolate yourself, and how to have time for everything. Also included are chapters on executive tools—how to write memos, conduct interviews, and how to lead or participate in group conferences.

Mr. Uris, who has been with the Research Institute of America since 1947, has a fresh approach to problems of the working executive. He's written a "readable" book, and it's based on many years of sound experience with a wide cross section of industrial and commercial organizations. *The Efficient Executive is* published by McGraw-Hill Publishing Co., 330 W. 42nd St., New York 36, N.Y. Price $4.95.

A **FLEET** CLOSE-UP OWNER

THIS IS RAY SMITH, Texas trucker who sponsors one of this country's most unique employee benefit programs. A self-made man, Smith is president of Ray Smith Transport Co. in Dallas. He says . . .

"You Can Be What You Want . . ."

". . . IF YOU THINK BIG." This is the philosophy that carried Ray Smith to the top. Now he's offering others a chance to do the same thing. Since 1949, Smith's been giving a new two-way twist to this "think big" theory. That year he started a program offering his employees' children college scholarships . . . the chance to think bigger and better. And the thirteen youngsters who've taken advantage of it so far are undeniably in a better position to "be what they want" as a result.

This is the way the scholarship program operates: Every child of a Smith employee is eligible when he finishes high school. The students have to have good grades and all the other requirements needed to get into college—and each student is free to attend the college of his choice. When he is accepted, his scholarship starts. The amount of the scholarship, based on company profits, is currently set at $500 a year. This takes care of tuition, books and fees, yet leaves enough unpaid so that the student must earn part of his expense himself . . . Smith's theory is that nobody benefits completely from a full free ride.

Smith's been surprised at the relatively meager response to his offer up till now—but most of his drivers, for example, are 25 to 35 years old with younger children. In time, Smith expects total college enrollments under the program to average about 20 every year. He sees it as doing his share for tomorrow's world.

For Ray Smith's own story on how his scholarship program works and what results he's had with it over the past nine years, turn the page →

Smith, here talking with driver Joe Bailey's two sons, works to sell employees' children on going to college.

"Our biggest problem is selling the child—and his parents—on the idea of educating himself and looking above his present station. It's a little late to work on the drivers, but we want to start their kids right at an early age."

ROTC cadet Chester Millican, son of a Smith executive, wants to go into aeronautical research. Here, sparked by the chance of a scholarship, Chester makes plans with his high school counselor.

"We have great hopes now that Chester will go on to MIT after his graduation next year. We want to do our share in providing more scientists, engineers and thinkers for tomorrow's world. That's why we encourage good grades in high school—so the children can go to the finest colleges."

Smith chats with Dallas terminal porter Grant Whitman. Whitman has two children, a son and a daughter, going to college on Smith scholarships. Edward, shown in class, is studying music at Fisk University in Nashville.

"One of the students we're proudest of is Edward Whitman. I'm a great admirer of his father, Grant. He and his wife are outstanding citizens in their community and have done a wonderful job of rearing their three children in a fine, Christian manner.

"We've made an exception, paying all Ed's expenses his first three years."

Scholarship student Rosa Lee Gilliland, daughter of a Smith driver, works in the dining hall at Texas Wesleyan College to help pay her expenses.

"I think it's just as important to send a girl to college as a boy—maybe more important from a cultural point of view. The girl will absorb more culture and be more likely to influence her family . . . though I could be prejudiced since I have three daughters.

"We draw no lines on these scholarships —race, creed, color or sex, or the parent's length of service or position with the company. Almost as many girls as boys have taken advantage of them—which is fine with me."

Continued on next page

Vice President Joe Boulboulle's two daughters were the first to receive scholarships. Both were honor students at Southern Methodist U., although Margaret (left) dropped out of school before graduation to get married and raise a family.

"When some drop out after a semester or two, you know they've been helped a lot even so, for they've met new people and acquired more poise than they probably would have otherwise. You're lucky if you get one outstanding student in 20, but even the average ones are better prepared as citizens if they've gone to college."

Biggest challenge to Smith in carrying out his plan is communicating with all his employees. Here he discusses the problem with Dallas operations vice president, J. F. Leisering, Jr.

"I don't know the drivers personally like I used to, now that our organization has grown so big. Our operating managers are in closest touch with them, and we rely on those supervisors to sell the drivers on our program.

"I count on passing my personal feelings to the men through their managers."

That's the Ray Smith story—not only Smith the man, but Smith the fleet operator, who's developed a top-notch system of employee relations and community relations for his own outfit and, in a sense, for the whole fleet industry.

There's no evidence to prove this scholarship plan is practical or even possible for other fleets—but it's the type of thing that can pay you enormously in good will. As Smith himself puts it, "I haven't tried to sell the plan to other businessmen. After all, it's a pretty personal thing when you start telling another man what to do with his money." Still, the growth of the fleet industry hasn't always implied an equal growth in community and employee relations ideas on the part of fleet men. Without telling anyone else "what to do with his money," Smith has pointed the way to better practices along these lines.

The key to Smith's plan is his personal interest in his employees. Sure, there are plenty of straight cash-and-carry incentive plans that work well in many fleets. But figure the morale boost a worker gets when he knows his bosses are thinking about him as an individual and not as just a small piece of the profit picture. The pay-off is in better workers and better work.

Here Are Three Forms That Will Tie in Your Drivers With Fleet PM

ONLY TWO OF THE FORMS shown on these pages are actually for use in maintenance. Nevertheless, all three can make a definite contribution to your PM program. Their purpose is to put the driver's intimate knowledge of his vehicle and his problems to efficient use.

As in the past, in the three earlier form stories of this series, FLEET OWNER is attempting to give you ideas that will turn paperwork into a real maintenance tool, not just a "red-tape" problem. These forms bring together the thinking of over 500 different truck and bus fleets. For other ideas on how to design your forms, see "Have You Revised Your Maintenance Forms Lately?" (Oct '57, p 153), "Here Are Four Basic Tire Forms Designed to Give Top Service" (Nov '57, p 65), and "Trailer PM Forms: Here's How You Can Keep Equipment in Top Shape" (Feb '58, p 95).

Daily Trip Report

Vehicle No. _____ Date _____
Trailer No. _____ Time _____
Driver _____ Mechanic _____
Rode from _____ To _____
Mileage _____

Repairs ordered	Initials: Work done	Initials: Checked
A. Engine		
B. Clutch		
C. Transmission		
D. Rear axle		
E. Fuel system		
F. Cooling system		
G. Steering system		
H. Brake system		
I. Electrical system		
J. Springs		
R. Paint		

Results of tests made
Air brake
Lights and signals
Safety kits
Extinguisher
Other observations

Driver's signature _____
Mechanic's signature _____
Foreman's signature _____ FLEET OWNER FORM NO. 17

Daily Vehicle-Inspection Form for Mechanic's Use

Some fleets have found they get a really accurate vehicle check at the end of a day's run by having a mechanic interview the driver when he brings the vehicle in. One of the main difficulties in having a driver fill out a so-called "gripe sheet" is that it's often hard to tell what he really means when he's finished.

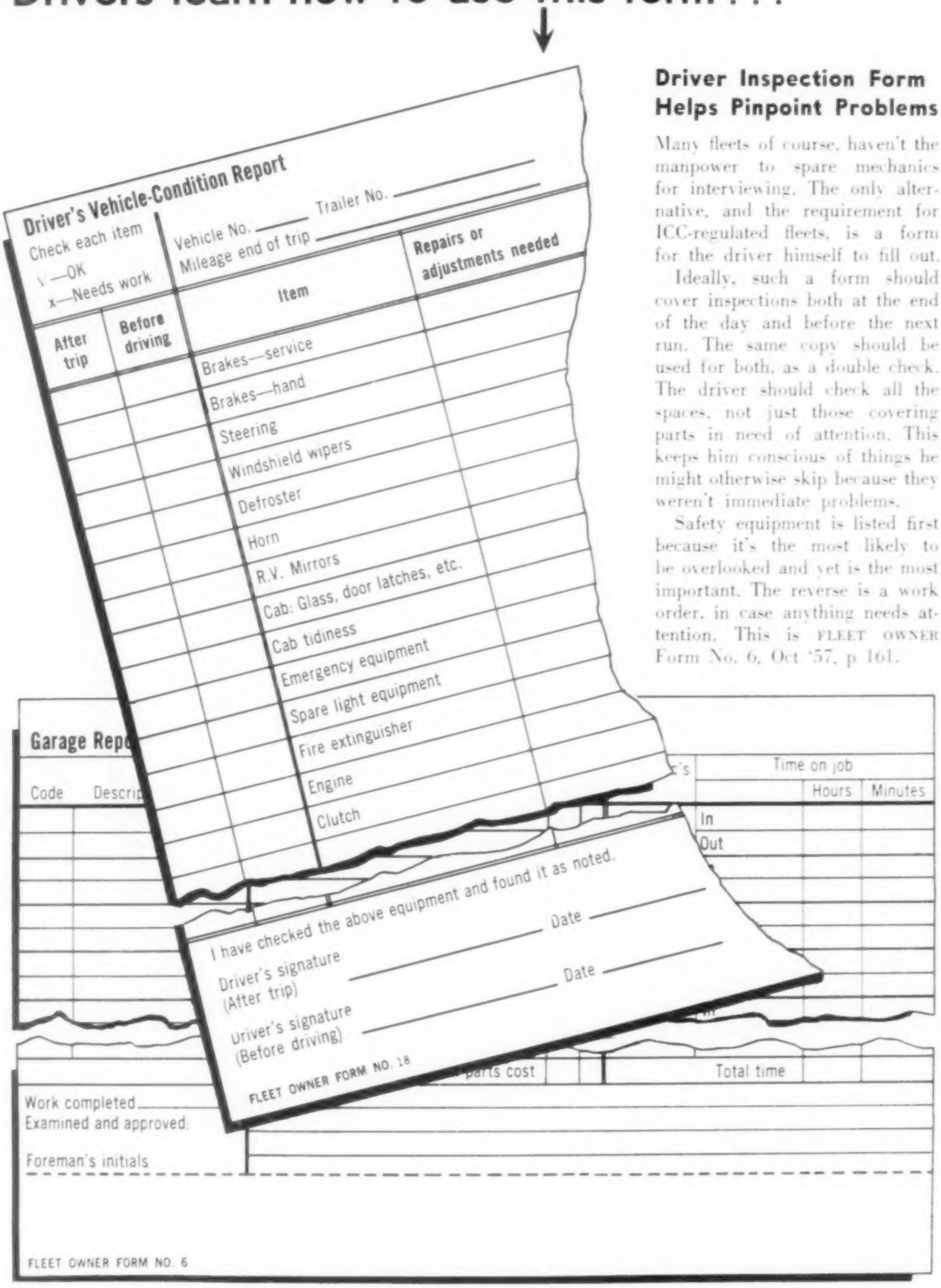
As a result, there is rarely any real communication between driver and shop. And often there's expensive confusion. With a mechanic-interviewer, you can easily lick this problem.

In the form to the left, only the main components of the vehicle have been listed. The mechanic can write out exactly what he feels is wrong. His questioning should dig out the information the shop men will need to do a good job. On the back of the form there's a space for the results of any tests the interviewer makes during the vehicle inspection. The driver, the mechanic-interviewer and the foreman of the shop should all sign the form.

Before he takes the vehicle out the next day, the driver should be given an opportunity to see the form again, so that he will know exactly what was done to correct the problem.

Continued on next page

Drivers learn how to use this form . . .



Driver's Vehicle-Condition Report

Check each item
√—OK
x—Needs work

Vehicle No. ______ Trailer No. ______
Mileage end of trip ______

After trip	Before driving	Item	Repairs or adjustments needed
		Brakes—service	
		Brakes—hand	
		Steering	
		Windshield wipers	
		Defroster	
		Horn	
		R.V. Mirrors	
		Cab: Glass, door latches, etc.	
		Cab tidiness	
		Emergency equipment	
		Spare light equipment	
		Fire extinguisher	
		Engine	
		Clutch	

I have checked the above equipment and found it as noted.
Driver's signature (After trip) ______ Date ______
Driver's signature (Before driving) ______ Date ______

FLEET OWNER FORM NO. 18

Garage Rep...

Code	Descrip...	...	Time on job	Hours	Minutes
			In		
			Out		

...parts cost — Total time

Work completed ______
Examined and approved:
Foreman's initials

FLEET OWNER FORM NO. 6

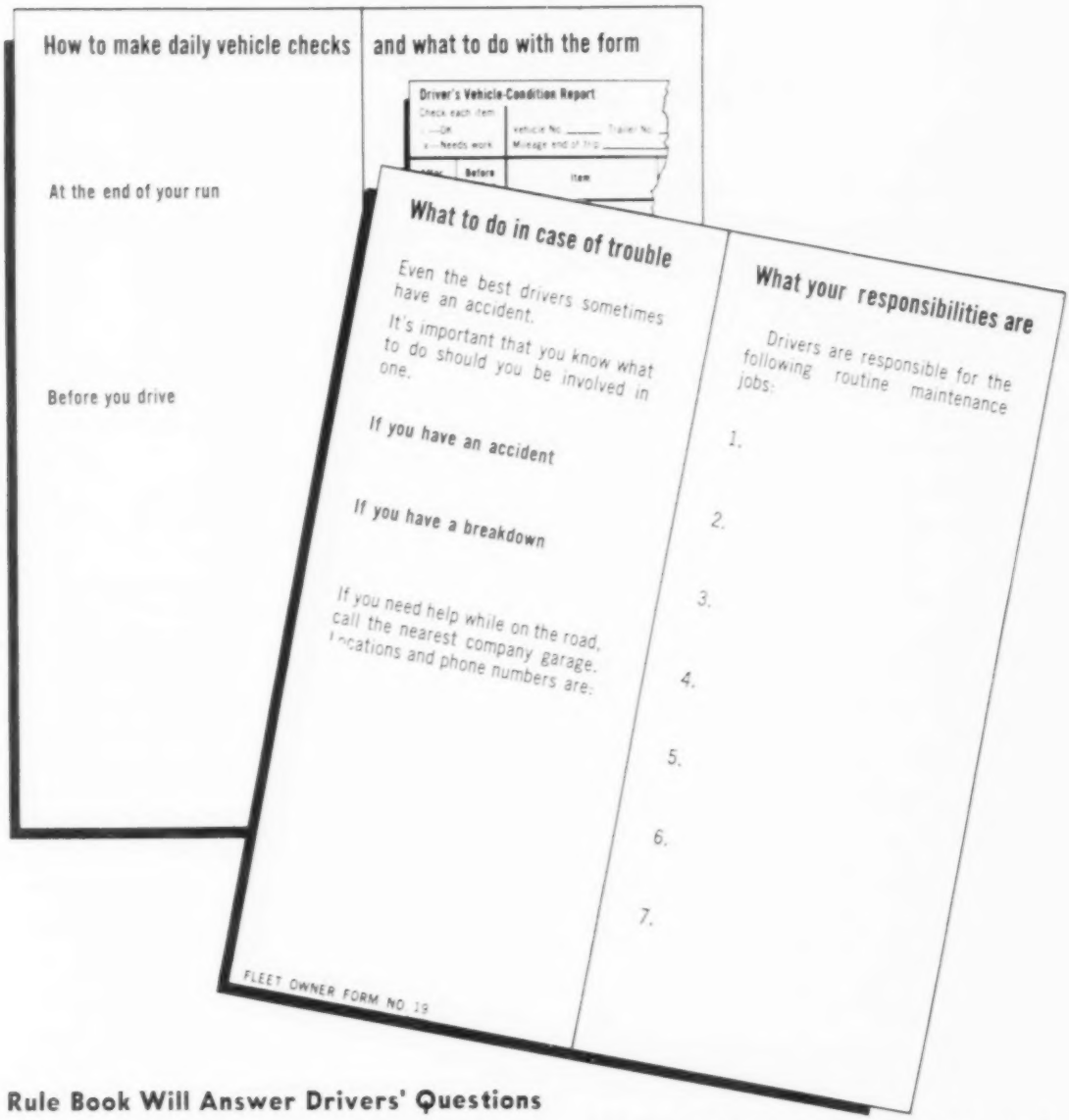
Driver Inspection Form Helps Pinpoint Problems

Many fleets of course, haven't the manpower to spare mechanics for interviewing. The only alternative, and the requirement for ICC-regulated fleets, is a form for the driver himself to fill out.

Ideally, such a form should cover inspections both at the end of the day and before the next run. The same copy should be used for both, as a double check. The driver should check all the spaces, not just those covering parts in need of attention. This keeps him conscious of things he might otherwise skip because they weren't immediate problems.

Safety equipment is listed first because it's the most likely to be overlooked and yet is the most important. The reverse is a work order, in case anything needs attention. This is FLEET OWNER Form No. 6, Oct '57, p 161.

. . . from instructions in this book



How to make daily vehicle checks

At the end of your run

Before you drive

and what to do with the form

Driver's Vehicle-Condition Report

What to do in case of trouble

Even the best drivers sometimes have an accident.

It's important that you know what to do should you be involved in one.

If you have an accident

If you have a breakdown

If you need help while on the road, call the nearest company garage. Locations and phone numbers are:

FLEET OWNER FORM NO. 18

What your responsibilities are

Drivers are responsible for the following routine maintenance jobs:

1.

2.

3.

4.

5.

6.

7.

Rule Book Will Answer Drivers' Questions

It's impossible for a driver to keep in mind all the things you would like him to know. So what can you do? A book seems to be the answer, if you keep it small and to the point. While you could have the driver carry it, this makes it likely that he might forget it when he needs it, lose it or quickly wear it out. By keeping it in the glove compartment of the vehicle, you stand a much better chance of its being on hand at the right time. The book should contain answers to questions he'll have on the job and on company policy.

This is a "what to" and "how to" book. It should cover regulations, procedure in case of accident or breakdown, the steps involved in making a driver inspection, and any other items that can give him practical assistance. One good idea is to leave blank pages for additions. When you want to put something new in the book, it can be mimeographed and pasted on a blank page.

Think it's expensive to print your own book? Not when you realize the vehicles and time that might be saved through prompt, efficient action.

Detergents

What Do You Know About

Understanding the "how and why" of additives can help you select, make better use of today's quality fuels and lubricants. Here's basic information on the twelve types most important to vehicle operation and maintenance.

TO THE REFINING INDUSTRY, additives are "big business" . . . over 900-million pounds were used last year. But what do they mean to you, the fleet owner? Actually, they're "big business" to you, too, because they can mean better mileage economy, extended engine life, longer periods between overhauls and lubrication intervals. FLEET OWNER surveys No. 237 and 265, for instance, have shown conclusively that fleet operators are extending the lube interval year after year. One of the ways by which this has been made possible is through the use of quality lubricants . . . usually with additives. Sure, the stuff costs more per pound, but if it will stay put and can be depended on to do the job until your next *planned* lube job, it's well worth it.

Just what are additives? How do they work and where are they used?

Additives are simply defined as substances that are added to a fuel or lubricant to improve certain desirable properties and to eliminate or at least minimize the undesirable ones. Don't confuse them with the substances that are necessary to the basic manufacturing process.

Tetraethyl lead, for instance, is an example of a well-known anti-knock additive for gasoline. Lithium grease, on the other hand, may or may not have an additive in it. You can't always tell from the name of the product whether or not it contains additives. Lithium grease gets its name from the fact that lithium compounds are used as thickening agents.

Basically, additives function either through a chemical reaction or by physical means. Take the case of graphite grease, for instance. Here, powdered graphite is added to a grease and is mixed physically with it. This doesn't change the chemical structure of the lubricant. It simply films out on the metal surfaces to provide a form of lubrication even if the grease is forced away. This is a physical reaction. A typical anti-oxidant, on the other hand, actually undergoes a chemical reaction in the oil and forms new products when it does its job.

Many additives will perform two or more functions. Some viscosity improvers, for instance, may also act as pour-point depressants. Another point to keep in mind is that a specific additive may function differently depending on the base stock of the petroleum product in which it is used. An oxidation inhibitor that works well in a conventionally refined mid-continent lube oil may not do such a good job in a lube oil that is refined by other methods or in other geographical locations. Consequently, it is important that road tests in addition to lab tests be made before you draw any definite conclusions on the value of an additive.

The characteristics of a fuel or lubricant may be changed by an additive. As stated earlier, the function of an additive is to modify or improve some specific property of a fuel or lubricant. However, you have to keep in mind that it may also have an influence on other characteristics of the product. For instance, you'll find it may cause a color change or introduce an objectionable odor. Some will increase the ash or carbon residue of a product. Generally speaking, the introduction of an additive will change the neutralization number of a lubricant. Although not intended, the additive may change the viscosity. Also, if additives are present in large quantities the API gravity of the oil may be increased. All these are points to remember when you are considering additives.

How are additives classified? The list shown on the top of the facing page covers most of those that are of interest to fleet operators. In most cases, you'll note that the designation also indicates the function of the additive. This list is not intended to show any order of importance of use or cost, but only as a guide to the order in which they will be covered. As you will see, it is sometimes necessary to

Detergents
Rust and corrosion inhibitors
Anti-oxidants
Metal de-activators
Viscosity-index improvers
Pour-point depressants

the Additives You Use?

Film-strength agents
Extreme-pressure additives
Oiliness agents
Water-repellants
Anti-foam agents
Emulsifiers

talk about more than one category at a time. The reason is that an additive designed for one function may also have other desirable effects.

Detergents• Additives in this category are added to fuels and lubricants to provide a dispersive action that results in a more clean-running engine. Both in fuels and lubricants, their action is to prevent sludge and varnish build-up on internal surfaces such as pistons, piston rings, valves, diesel injectors, carburetors, etc. You'll find there are two schools of thought as to how they function. One says by chemical action, the other by physical.

Chemically, they are thought to act somewhat like an anti-oxidant in that they combine with the acids that form in the hot oil and the result is formation of end products that are of a harmless nature. These are generally soluble in the oil, do not deposit out and attack internal surfaces.

In another sense, they act physically through an adsorbtion effect. That is, they form a coating around the harmful oil-insoluble products and keep them in suspension so that they do not deposit out. Incidentally, when such colloidal suspensions are formed, even the filter will not pick them up. One normal indication of their presence is the discoloring of the oil. The additive may also form a film on the metal surfaces and protect them in this manner. Although the precise way in which they function may be open to discussion, there's little question that a properly compounded detergent oil properly used results in a cleaner-running engine.

You must remember that when using a detergent oil over a period of time its dispersive action will decrease. This brings up the point: "How do you know when the additive is no longer effective?"

One way to find out is to use the pH value of the oil as an indicator. (The pH scale is simply a means of telling whether a substance is acid or alkaline). The scale runs from 0 through 14, with 7 as the neutral point. If the pH value is less than 7 the solution is acidic, if greater than 7, alkaline. As oil "ages" in use, it tends to become acidic. Although you may use different standards, a pH value much below 5.5 is generally considered an indication that the oil is too acid and it's time for a change.

Another method gaining in popularity is the oil-spot test. In this test, a drop of oil from the crankcase is placed on a filter and compared with a known standard. This is a very simple test and, with practice, can be very accurate.

One thing to keep in mind is that a detergent oil is primarily intended to be used in an engine that is clean to start with. Although the oil may not clean out a dirty engine entirely, it might very well act to loosen deposits that have already been laid down. Trouble is, it might lift them in pieces large enough to block oil lines. So if you're thinking of changing to a detergent oil, be careful. It may be done, but it requires expert "know-how."

As for detergent fuels, they are more likely to be found in the diesel fuels. In this operation, perhaps their most valuable effect is to reduce injector maintenance problems. With a detergent-action diesel fuel, it is claimed that the injector parts are continually washed with a fuel that has the ability to disperse any deposits that may tend to form. Thus, they prevent deposit build-up on tips which can cause faulty spray patterns that give smoky exhaust and loss of power. Also, they minimize the tendency towards gumming up of the close-tolerance working parts of the injectors. These fuels can be of real advantage in services where engines are likely to be idled or lightly loaded for long periods, and at least one manufacturer is at present offering a detergent-action fuel at standard prices which costs no more than standard fuel.

In gasoline fuels, the use of detergents is rather limited. However, there are several basic ways in which additives are used to improve gasoline. Probably the most widely known gasoline additive is tetraethyl lead. This is added to gasoline because of its remarkable anti-knock qualities. Also, it generally results in raising the octane number of

Continued on page 70

easy to form

You can form these castles in a variety of sizes and shapes. And Parish Pressed Steel Division of Dana Corporation, a leading manufacturer of automotive chassis and frames, uses A. W. Dynalloy steel for the same reason . . . easy formability!

There are other reasons, of course. A. W. Dynalloy is

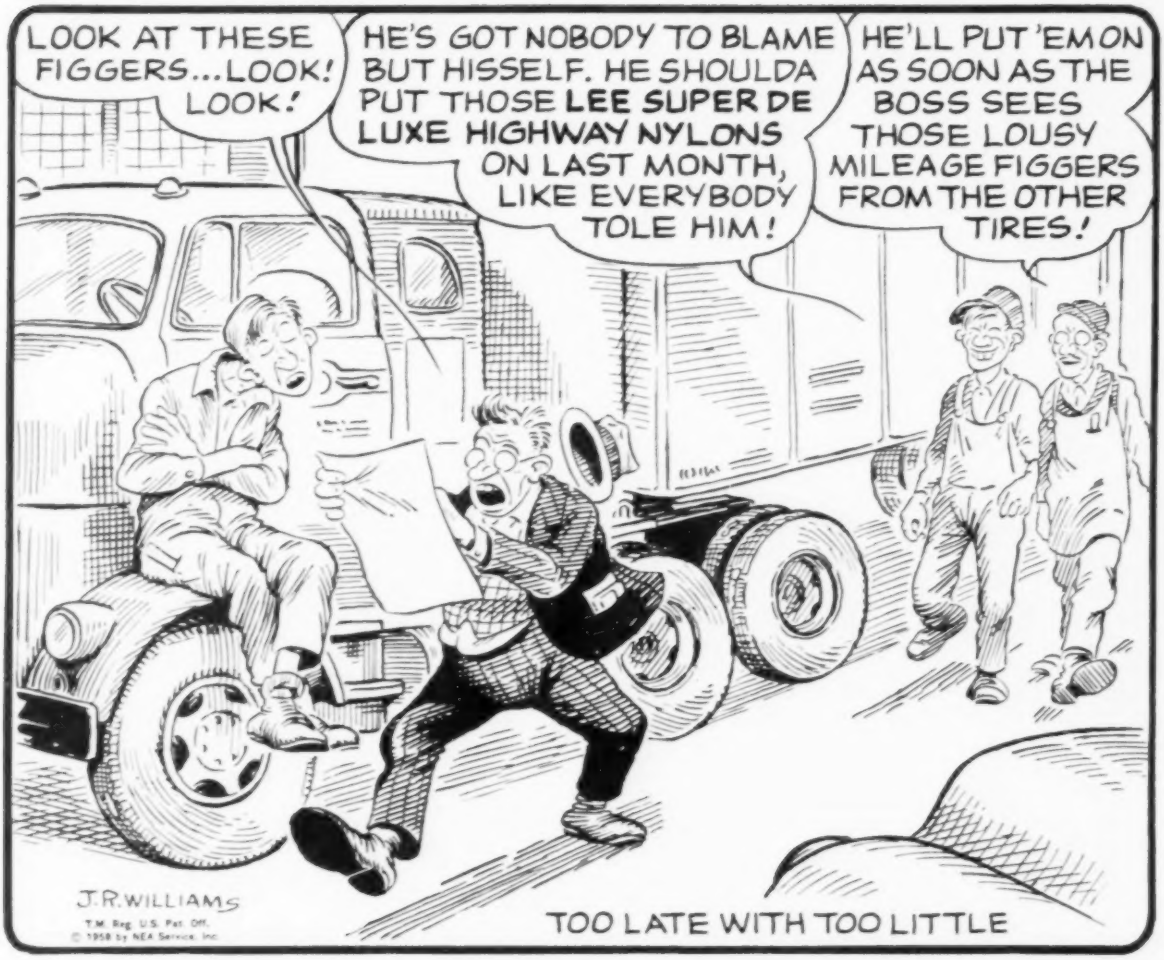
. . . resistant to shock
. . . easy to weld
. . . resistant to corrosion

As with Parish Pressed Steel, A. W. Dynalloy can give you more value per dollar spent on your steel product. Send for our A. W. Dynalloy booklet which gives complete information. Write Marketing Division, Dept. DY-E92

A.W. DYNALLOY

ALAN WOOD STEEL COMPANY

steelmasters for more than a century and a quarter CONSHOHOCKEN, PA.



MILEAGE RECORDS ARE MADE AND COSTS GO DOWN

with Lee Super DeLuxe Highway Nylon Tires

You can have your truck tire economy as simple as 1-2-3 with Lee Super DeLuxe Highway Nylons. These outstanding tires give you 1) long original mileage; 2) extra recaps; and 3) lowest possible cost per mile. The three big advantages that add up to sure savings.

Not just *nylon*, but Lee Super-Tensile Nylon, goes into the construction of these tires. This tough cord provides the ultimate protection against the impact bruises, blowouts and moisture damage that take their toll of tires built with ordinary cord. And, during the Lee Super-Tensile manufacturing process, the cord is also treated with Double-Dip Flexlok, the super-adhesive that reduces the effects of heat and flexing and makes cord separation from the bond virtually impossible.

You get additional assurance of extra mileage with the wide, flat tread—made of the best type of smoked sheet natural rubber. Other Lee improvements in the tread design result in better traction and cooler running.

Equip your units with Lee Super DeLuxe Highway Nylons—tubed or tubeless—for more mileage and more recaps!

The Lee Super DeLuxe Highway. Whatever your truck tire needs, there's a Lee that's *right* for the job.

Lee Rubber & Tire Corporation
Conshohocken, Pa.

Please send me your free catalog showing Lee of Conshohocken's entire line of truck tires.

Name _____

Company _____

Address _____

City _____ Zone _____ State _____

LEE RUBBER & TIRE CORPORATION LEE TIRES **CONSHOHOCKEN, PA.**

"Detergents are now a big help in diesels"

Continued from page 67

a fuel by about 10 units—which is why it is recommended for high-compression engines.

The introduction of this substance generally makes it necessary to add a "scavenger," usually a bromine compound. In a leaded gasoline, the lead tends to deposit out after it functions as an anti-knock agent. (The bromine in the scavenger combines with this lead to form a volatile product which does not deposit out but instead is removed with the exhaust gases.) This action also tends to reduce plug fouling. Other materials, particularly phosphorus compounds, are also used to prevent plug fouling and they act in the same manner.

Gum solvents, too, may be added to gasoline. The idea is that they act to prevent varnish build-up in the carburetion system. They are also used to provide some top-cylinder lubricating effect. Gum solvents are generally a very light-viscosity lubricating oil and they can reduce valve sticking and improve top-ring lubrication.

Anti-stalling additives are getting to be quite popular lately. They are marketed under a variety of trade names—all designed to prevent stalling due to ice formation in the carburetor. At low-load conditions, such as idling, the carburetor valve is practically in a closed position. As the vaporized fuel passes through the partially closed valve, it produces a refrigerating effect. Under certain conditions, this causes the water vapor in the fuel-air mixture to freeze. And this can happen even in the summer time.

Additives are used to prevent this action in one of two ways. One type simply has the effect of lowering the freeze point of the water present. These are generally of the alcohol family and the action is a physical one. Other anti-icing additives are surface-active agents which prevent the ice from building up and bridging over the partially closed valve. With these, even though ice forms, it cannot build up on the throttle plate and choke off the supply of fuel to the engine.

Rust and corrosion-inhibitors• Chemically speaking, you might think of corrosion and rust as one and the same. When speaking of additives, however, we generally think of rust inhibitors as those compounds which act to prevent rusting of ferrous metals. They are used in cooling systems as well as in fuels and lubricants. In fuels and lubricants, for instance, they play a big part in preventing formation of rust in storage facilities. In the engine, rust may form because of some product of oxidation in the oil itself, or, because of the presence of a contaminant, usually water. Water generally contains salts which augment rusting conditions. One type of rust-inhibitor lays down a polar film on metal surfaces. This film insulates the metal against the rusting action of contaminants. Some detergents added to lube oils have the added attraction of acting as rust inhibitors, too.

Some rust-inhibitors used in chassis lubricants and greases may be of the type that stain human skin. Also, in some cases, they will discolor or soften paint.

Corrosion inhibitor is the name given to additives designed to prevent corrosion of metal surfaces within the engine, such as bearing surfaces. Corrosion here is invariably due to harmful products of oxidation of the lubricating oil and to the contaminants that can get into the oil from the air. One type of inhibitor functions by physical means. That is, it forms a film or protective coating on the bearing surfaces that helps to protect them from the action of corrosion.

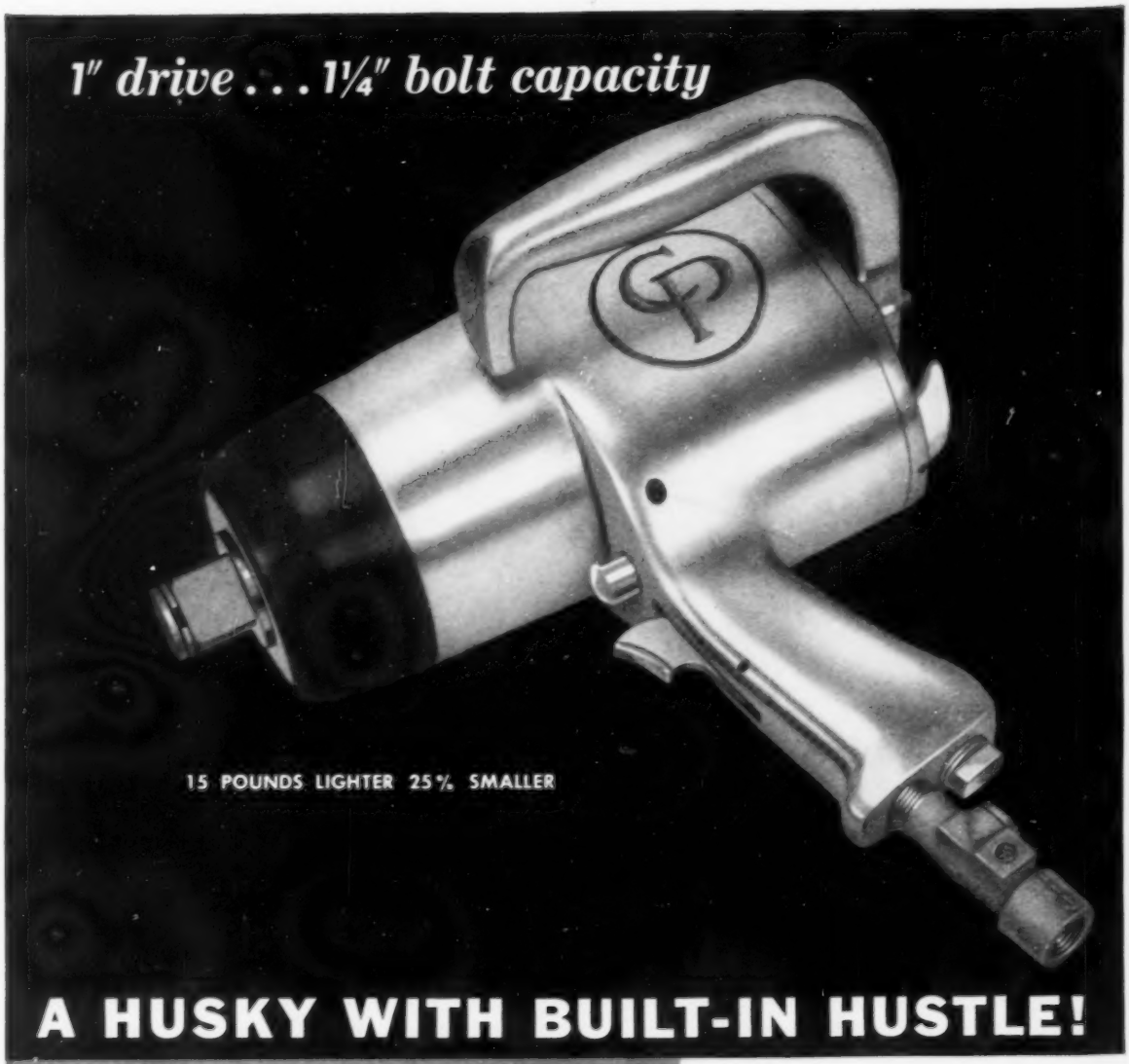
Other types react chemically with the products of oxidation of the oil and tend to neutralize them. They may form other compounds, but these will be of such a nature that they do not cause corrosion. Additive suppliers frequently market a combination additive that functions both as a detergent and a corrosion-inhibitor.

Anti-oxidants• Although the theory of how oxidation occurs in lube oils is very complex, one fact is known. The process almost always occurs in sort of a chain reaction. That is, as it proceeds, it tends to accelerate itself. Additives that prevent or slow down the reaction are called anti-oxidants or oxidation-inhibitors. Strictly speaking, you should classify them as either inhibitors or retarders.

Those classified as inhibitors are the "chain breakers." As the oxidation chain reaction begins to take place in the oil, they step in and become oxidized themselves, and in doing so break up the chain reaction. As it happens, the action is such that a very small amount of the inhibitor can prevent oxidation of much larger quantities of oil. In general, these additives practically stop all oxidation during the period of time that they are active. At the end of this time, there is a sharp break in the oxidation rate, which then increases rapidly.

Retarder type anti-oxidants function in a different way. These compounds react in such a way as to *become* inhibitors as the oxidation of the oil takes place. When these are used, you will note a sharp reduction in the oxidation rate of an oil at first, after which the rate levels off and remains practically constant at a very low level during the

Continued on page 74



A HUSKY WITH BUILT-IN HUSTLE!

CP LITTLE GIANT AIR-WRENCH

The compact CP Little Giant Air-Wrench is actually 13 to 15 pounds lighter than any other tool of the same power rating – and it's 25% shorter! Yet it handles rough Budd wheel and spring U-bolt jobs with ease! VARI-TORK Power Converter sets the power to the job. *Attachable Angle Head* gets into tight spots and takes on "ratchet wrench" work.

Patented snap ring socket retainer means a solid drive shank for extra strength . . . no pins to lose . . . faster socket changes.

One-piece housing is built to take a beating.

Chicago Pneumatic

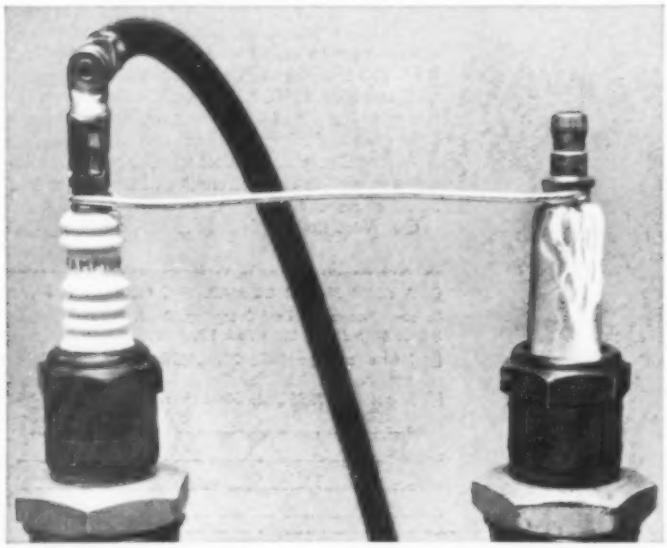
AIR AND ELECTRIC IMPACT WRENCHES • ZIP-GUNS
BEAD BREAKERS • PNEU-DRAULIC TRUCK JACKS AND PUMPS

CALL YOUR JOBBER OR MAIL THIS COUPON TODAY
Chicago Pneumatic Tool Company, Dept. A-99
8 East 44th Street, New York 17, N. Y.

☐ Please arrange FREE DEMONSTRATION. No obligation.
☐ Please send FREE Little Giant Literature.

Name_____
Company_____
Address_____
City_____ Zone_____ State_____

Here's why Champion "know how" gives you



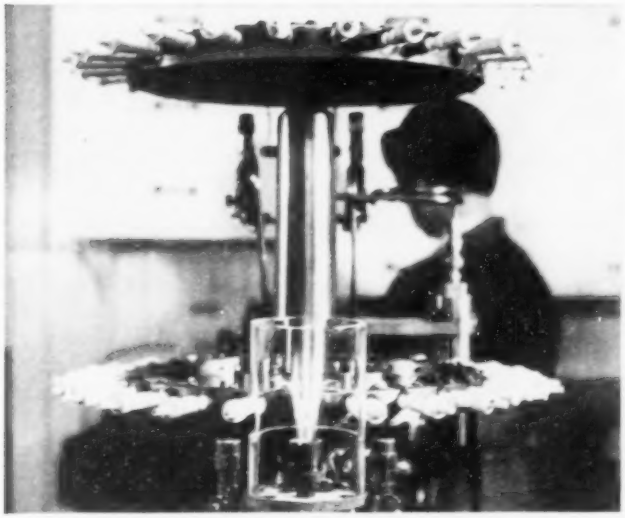
Exclusive Technical Help

Your Champion representative is trained to help you get better spark plug performance. He works with "know how" collected from two sources. One is experience gathered in the field by Champion representatives while helping fleet owners like yourself get top ignition performance. The second source is the Champion organization itself–with the world's largest research and engineering departments devoted exclusively to spark plugs. Take advantage of this "know how" by asking a Champion representative to call.

Exclusive Product Features

This photo graphically illustrates the advantage of Champion's exclusive 5-rib insulator in providing greater flashover protection. Both plugs are installed in a Comparator compression chamber and both plugs have the same amount of voltage applied. Notice how the smooth insulator discharges first, even though it has greater over-all length.

better spark plug and ignition performance

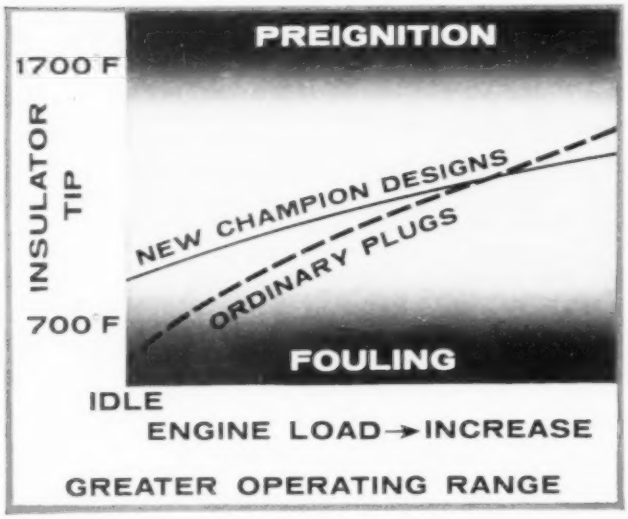


Product Uniformity

A sample from each batch of Champion's ceramic insulators are tested with severe heat shocks (above). Each insulator is subjected to cooling air blasts immediately before entering and after leaving a 2400-degree flame. This test proves that Champion "know how" pays off by bringing you spark plugs of unequaled durability.

Wider Operating Range

This graph (below) shows how new Champion plug designs give you a wider operating range. Hotter in the low power range to fight fouling. Champions run cooler at peak engine loads—give greater protection against preignition. This is another good reason why your fleet should be 100% Champion!



CHAMPION SERVICE TIPS
for better truck performance

WATCH THE FUEL FILTER

Surging and power loss may call for major carburetor work. But save yourself possible embarrassment by first checking the fuel filter.

Some recent factory bulletins have pointed out that new vehicles may have foreign material accumulating in the filter which obstructs fuel flow to the carburetor. Apparently this material comes from the tank, as tank draining or replacement are mentioned as possible "cures" if trouble continues. If the filter element isn't replaced, the dirt may enter the carburetor and cause flooding.

LONG REACH PLUG for '58 DODGE TRUCKS

Don't forget that a ¾" reach spark plug (Champion N-3) is required for the 1958 Dodge L-Series 315-cu. in. engines. Last year's K-Series used plugs with a ⅝" thread length.

If the long plugs are accidentally used in the older engines, you may encounter preignition trouble. At least, the exposed threads will make later plug removal difficult.

If in doubt, check the decal on the rocker arm cover for proper plug reaches.

Dependable 5-rib

CHAMPION

SPARK PLUGS

CHAMPION SPARK PLUG COMPANY • TOLEDO 1, OHIO

"V.I. improvers 'make' oils multi-grade"

Continued from page 70

life of the additive. In either case, of course, the additive will eventually "wear out."

The types of compounds that are most effective as oxidation inhibitors for lubricants include: nitrogen compounds (amines); phenols and naphthols; halogen and sulphur compounds; compounds of phosphorus, arsenic, antimony, selenium and tellurium.

It should be kept in mind, though, that there is no single inhibitor that will serve all purposes in all services.

Metal de-activators• As oil oxidizes, certain products are formed that react with metals in the engine. The reaction results in the formation of soluble products which, in turn, act as catalysts and speed up the oxidation process. Unless checked, this not only causes rapid deterioration of the oil, it can also result in pitting of metal surfaces within the engine.

Copper and bronze are particularly susceptible to this sort of action and, in extreme cases, bearings of these materials have been destroyed. Additives that act to prevent this action are called metal de-activators. Some de-activators act as anti-oxidants and because of this, some manufacturers supply combination additives.

Generally, they work in one of two ways. One type combines chemically with the oxidation products in the oil and precipitates them or forms other compounds which do not attack the metal. Another type, sometimes called a "passivator" forms a film on the metal surfaces, thus preventing interaction of the metal with products of oxidation.

Sulphur compounds are effective as metal de-activators. When used in engines with copper-lead bearings, you may notice that a dark film forms on the surface of the bearing. It is this film that protects the bearing from the etching action of the products of oxidation. Actually, it has been noted that if this film becomes thick enough to flake off, the film formation appears to be a form of corrosion itself—but as long as it is in the film state, it protects the bearing surfaces. In most cases, an anti-oxidant is also desirable in lubricants that have metal de-activators. For this reason, some suppliers furnish a combination additive that is designed to serve the dual purpose.

Viscosity-index improvers• Have you ever wondered how a multi-grade oil such as a 10W-30 is made? The answer lies in the use of an additive called a viscosity-index improver.

Viscosity index is a measure of the viscosity change of an oil in relation to temperature changes. A high v.i. means that the oil viscosity is less affected by temperature changes.

A typical v.i. improver is known as a long-chain polymer to chemists. At low temperatures, these remain "coiled" up in solution and in this state introduce practically no additional hindrance to flow. At elevated temperatures, however, they "uncoil" and actually tend to hinder the oil flow . . . giving the oil more "body." One advantage is claimed for oils containing v.i. improvers: under the same operating conditions, consumption is said to be lower than for oils of similar SAE ratings but lower v.i.

Just adding a v.i. improver to an oil does not reduce its viscosity. In fact, it actually increases its viscosity at the lower temperatures. (To counteract this, a lighter oil is generally used to start with.) The important thing to remember is that the v.i. improver will prevent the oil from thinning out too much at the higher temperatures.

Pour-point depressants• As oil is chilled to lower and lower temperatures, it reaches a point where it begins to get "cloudy." At this point, it is difficult to pour and if the temperature is lowered much more, it will not pour at all. This is due to the formation of wax crystals which will finally gel to form a solid mass.

Certain additives in the polymer family can be added to oil to lower the point at which this congealing occurs. These are called pour-point depressants. Their action is purely physical and they may be expected to last through the useful life of the oil. When they work, the wax particles still form, but the additive keeps the wax particles broken into very small pieces and thus permits the oil to flow at low temperatures. Some additives may reduce the natural pour-point of an oil by as much as 60 deg F. This, of course, is an important consideration in cold climates.

Film strength and extreme-pressure agents• These are the additives that are normally associated with greases. Grease is simply a lubricant that has been thickened so that it will remain in contact with the surfaces to be lubricated and will not leak out under gravity, centrifugal forces or pressure.

Although there are synthetic greases on the market, the average product is a soap-thickened mineral oil. These are generally classified according to soap base used as the thickening agent. The name does not necessarily indicate that an additive is present. For example, there are sodium and calcium-base greases, aluminum, barium and lithium base

Continued on page 78

PATENTED "KISS" WORTH 50,000 EXTRA MILES!

New tread invention makes Armstrong Miracle S-D Tires roll instead of scuff . . . to set amazing over-the-road mileage records!

When you run *your* first tests on these sensational new tires, be prepared for a pleasant surprise. They'll probably show up to 50,000 miles more than you normally expect, before recapping! That's the actual experience of truckers who have used them.

The reason is — these tires "kiss the road". Tire engineers have long known that while a tire *rolls* freely, tread wear is negligible. But when tread is dragged, even a fraction of an inch, scuffing causes rapid wear.

Miracle S-D Tires lick scuffing two exclusive, patented ways. Interlocking sipes (see diagram) let the tread "kiss" the road hello and goodbye. Intratread bumpers prevent "rocking" — add stability so that the deep treads can't weave. The effect on mileage is phenomenal . . . and drivers love the improved traction and steering. Let us give you the facts and arrange a test.

ARMSTRONG
MIRACLE S-D
TRUCK TIRES

The Armstrong Rubber Co.,
Home Office,
West Haven, Conn.

Clark Equipment lease-purchase now extend to BROWN

Brown Trailers, Inc., prominent manufacturer of aluminum trailers and Cargo Van bodies, has taken an important step in extending its services. It is now a division of Clark Equipment Company, long-time leader in the design and manufacture of material handling equipment. This combination brings together in one family of products, the *long distance* over-the-highway material handling experience of Brown, and the *short distance* material handling know-how of Clark.

An immediate and *important* benefit of this merger is the extensive FINANCING program that Brown Distributors and Dealers can now offer to truckers. You can use this program for—

Time-Payment of New and Used Equipment
—and—
Leasing of New and Used Trailers

plans TRAILERS

This greatly expanded service on the Brown line of products is now in effect. Your local Brown Distributor or Dealer can give you complete information on these new pay-as-you-profit plans. Inquiries are invited.

Brown TRAILERS
CLARK EQUIPMENT

BROWN TRAILER DIVISION TRAILER DISTRIBUTORS

ALABAMA
Birmingham
Aluminum Trailer Sales, Inc.
P. O. Box 1181

ARIZONA
Phoenix
Superior Coach Sales & Service
2928 East Washington Street

CALIFORNIA
Fresno
C & C Trailer & Body Co.
P. O. Box 1781

Los Angeles 22
C & C Trailer & Body Co.
6100 E. Washington Blvd.

Oakland 21
C & C Trailer & Body Co.
8855 San Leandro Street

West Sacramento
C & C Trailer & Body Co.
2970 Main Street

COLORADO
Denver 5
Brown Trailer Division
Clark Equipment Company
2430 East 40th Avenue

FLORIDA
Jacksonville
Rivers Body & Manufacturing Co.
14th St. & Myrtle Ave.

ILLINOIS
Chicago 39
Brown Trailer Division
Clark Equipment Company
4900 West 55th St.

IOWA
Des Moines 14
Hawkeye Truck Equip. Co.
Ninth Street at Keo Way

LOUISIANA
New Orleans 15
Truck Equipment Company
2923 Tchoupitoulas

MASSACHUSETTS
Somerville 43
Walsh Body & Trailer Corp.
92-96 Prospect Street

MICHIGAN
Rockford
Burch Body Works

MISSOURI
Kansas City 5
Ashton-Richards Co., Inc.
518 Mulberry Street

MONTANA
Billings
Montana Trailer Sales & Equip. Co.
P. O. Box 1702

NEBRASKA
Omaha
Western Transport Sales, Inc.
1721 Nicholas Street

NEW JERSEY
Jersey City 6
Black Trailer Co.
300 Tonnele Avenue

NEW YORK
Albany 4
J. Becker & Sons, Inc.
1268-74 Broadway

Buffalo 25
International Body Company, Inc.
1745 Walden Avenue

Utica 2
North Motor Equipment & Machinery Co.
71 North Genesee Street

NORTH CAROLINA
Charlotte
Southern Trailer & Equipment Co.
5151 North Tryon Street

High Point
Mickey Equipment Company
P. O. Box 1704

OHIO
Toledo 8
Middlekauff, Inc.
1535 Ketcham Avenue

Akron 11
Triangle Equipment Co., Inc.
560 Johnston Street

OKLAHOMA
Tulsa
Crager GMC, Inc.
P. O. Box 2387

OREGON
Portland 9
Douglas Hood Company
1947 N. W. Overton

PENNSYLVANIA
Pittsburgh 20
A & S Truck Trailer Co.
Wabash & Wonder Sts.

Forty Fort
Moore Body Company
163-65 Welles St.

Harrisburg
Moore Body Company
1215 Manada St.

Reading
Moore Body Company
P. O. Box 516

SOUTH DAKOTA
Watertown
Schweiger's, Inc.
18-22 First Ave. N.W.

TENNESSEE
Kingsport
Motor Sales Co. of Kingsport, Inc.
P. O. Box 3127

Memphis
Foster Trailer Company
500 North Hollywood

TEXAS
Lubbock
Western Trailer Co.
P. O. Box 732

UTAH
Salt Lake City
Transport Equipment Center
551 South First West

VIRGINIA
Richmond 21
Brown-
Clark Equipment Company
1905 Chamberlayne Avenue

Roanoke
Brown-
Clark Equipment Company
339 Shenandoah Avenue N.W.

WASHINGTON
Seattle 4
J. E. Ochiltree Company
628 Hanford Street

Spokane
Leland Trailer Company
P. O. Box 217, Parkwater Station

CANADA
Burnaby 2, British Columbia
McKellar Equipment, Ltd.
3810 East First Avenue

Calgary, Alberta
Alberta White Trucks, Ltd.
4502 MacLeod Trail

Regina, Saskatchewan
Regina White Truck Sales, Ltd.
9th and Winnipeg

Saskatoon, Saskatchewan
Saskatoon White Trucks, Ltd.
2033 Avenue A North

South Edmonton, Alberta
McKellar Equipment, Ltd.
P. O. Box 4384

Winnipeg, Manitoba
Thomas Elias Mfg. Co., Ltd.
1061 Notre Dame Avenue

BROWN TRAILER DIVISION
CLARK EQUIPMENT COMPANY
P. O. Box 275 Elgin, Illinois

"Extreme-pressure agents add film-strength"

Continued from page 74

greases, and a host of others.

All of these have certain desirable properties, depending on operating conditions. Lithium grease has been getting a lot of attention lately. Its use is growing rapidly because it combines a number of desirable properties that permit it to be used as an all-purpose grease. This, of course, simplifies greasing procedures and permits smaller inventories of grease stocks. Its main advantages: good water-repellant qualities, good stability at high temperatures (up to 350 deg F), and very good stability against oxidation and shear conditions. It is widely used as an all-purpose grease in the No. 2 NLGI consistency classification.

Film-strength agents and e.p. (extreme-pressure) additives are used to increase a lubricant's ability to perform under heavy load conditions. The biggest use of these additives is in automotive gear lubricants. Here again, they fall into two categories in the way they work.

Strictly speaking those that operate by chemical means should be called e.p. agents, while those that function physically are called film-strength agents.

Some film-strength agents have been in use many years—carbon, silicates, graphite, and vermiculite, for instance. Metal sulphates, oxides and powders have also been used. Lead soap has been an old standby as a film-strength agent in automotive lubricants.

In general, the function of these additives is to prevent metal-to-metal contact between moving parts even though the load imposed on the system actually forces the grease itself out from between the surfaces in contact. These additives are mixed physically with the grease and they tend to film out on the metal surfaces involved. This film prevents metal-to-metal contact if the grease is forced out under load.

A relative newcomer in this field of solid additives is molybdenum disulphide (MoS_2). In its pure state it is a finely divided black powder that will not melt below 2700 deg F, is insoluble in water, oil, alkalies, and all acids except very strong oxidizing agents such as concentrated sulphuric acid. The lubricating qualities of MoS_2 are related to its unique laminar structure which gives it very low shear characteristics.

In service, the MoS_2 deposits out of the grease to form a strong, low-friction film over the metal surfaces. This is an extremely durable film that continues to prevent metal-to-metal contact if the grease is forced out under load. This material has been reported to be very effective in chassis and fifth-wheel lubrication.

Extreme-pressure (e.p.) agents are generally those substances that function through chemical action. For the most part, they are compounds of chlorine, phosphorus or sulphur. They function under the heat of extreme pressure loads and react chemically to form an anti-weld film on the metal surfaces involved.

One classification of e.p. agents is sometimes referred to as anti-wear agents. These are actually e.p. additives that are distinguished from the previously mentioned types by the way in which they work—through a chemical polishing action that takes place at a much lower temperature than does the formation of the anti-weld film which was mentioned previously.

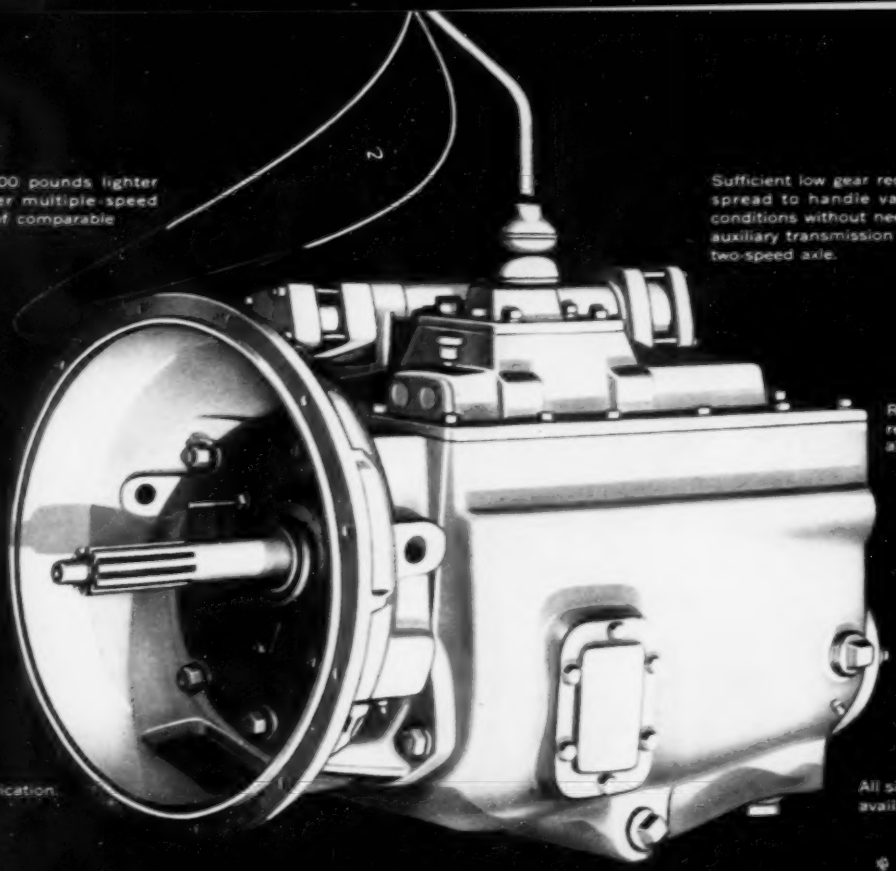
Although e.p. additives are widely used in automotive gear lubricants, they are also used to some extent in engine lubrication. In modern, high-compression engines, for instance, the load on the valve train is going up. Not only are cam lobes getting sharper, valve-spring tensions are increasing. Both these conditions lead to operating conditions that may call for an e.p. agent in the lubricant to prevent cam scuffing. And, too, speed and horsepower requirements are on the way up, along with torque requirements. All this means that the load requirements for e.p. additives in the automotive industry are more critical than in products for industrial application.

Oiliness agents and water-repellants• There is no technical way in which the oiliness of a lubricant is measured. By "oiliness," we generally refer to that quality of a lubricant which causes it to stick to a surface. This is important in applications where lubrication is on an intermittent basis. It might well be an important consideration in the relatively new centralized systems now coming into favor. These systems use different methods for timing lubricant application, such as brake-pedal application, vehicle back-up, door operation, etc. In between-lubricant application, it is important that the oil stay where it is put.

Fats and fatty acids such as oleic acids have been used to increase the oiliness of lubricants. Small amounts of lard and tallow have also been used for heavy-duty worm-gear lubrication. Generally, these additives are tacky or adhesive in nature and act in such a way as to cause the oil to stick to the surfaces to be lubricated in between intermittent feeds.

One thing to remember with these lubricants is that they will not feed properly in wick-type lubricators because of their "stickiness."

Continued on page 82



There's more profit in every trip with the Spicer SYNCHRO-MASTER 12

CUT TRIP TIME. 12 close-stepped ratios handle any terrain, air shifts make driving easier and synchronizers permit skip-shifting.

SAVE FUEL. The Synchro-Master 12 keeps the engine operating at 78% of maximum rpm at any shift point. Peak efficiency pays off in fuel economy.

INCREASE PAYLOAD. The Synchro-Master 12 is 200 lbs. lighter and eliminates auxiliary transmissions or 2-speed axles. This savings means extra payload.

PLAN NOW. Dana engineers will help you adapt this lighter, shorter, 12-speed transmission to your present or future vehicles. Call them today!

DANA CORPORATION • Toledo 1, Ohio

DANA PRODUCTS Serve Many Fields

AUTOMOTIVE: Transmissions, Universal Joints, Propeller Shafts, Axles, Power-Lok Differentials, Torque Converters, Gear Boxes, Power Take-Offs, Power Take-Off Joints, Clutches, Frames, Forgings, Stampings.

INDUSTRIAL VEHICLES AND EQUIPMENT: Transmissions, Universal Joints, Propeller Shafts, Axles, Gear Boxes, Clutches, Forgings, Stampings.

AVIATION: Universal Joints, Propeller Shafts, Axles, Gears, Forgings, Stampings.

RAILROAD: Transmissions, Universal Joints, Propeller Shafts, Generator Drives, Rail Car Drives, Pressed Steel Parts, Traction Motor Drives, Forgings, Stampings.

AGRICULTURE: Universal Joints, Propeller Shafts, Axles, Power Take-Offs, Power Take-Off Joints, Clutches, Forgings, Stampings.

MARINE: Universal Joints, Propeller Shafts, Gear Boxes, Forgings, Stampings.

Many of these products manufactured in Canada by Hayes Steel Products Ltd., Merritton, Ontario

DANA Spicer

HOW TO BE A KING TO ALL YOUR CUSTOMERS!

Cut your customers in on a good deal by draining out old anti-freeze. And, back it up with these simple facts: inhibitors in winter-weakened anti-freeze lose their power to protect against rust and corrosion. Without this protection, damage to the cooling system, or even a major breakdown, may result.

You'll profit, too, when you get the job of draining, flushing, and re-filling with fresh rust inhibitor and water. Give hoses, hose connections, water pump, and fan belt a thorough check. And while you're under the hood, check other potential trouble spots.

When you find trouble, point it out to your customers. You'll win their confidence, and build steady customers for your station . . . now and next fall.

UNION CARBIDE CHEMICALS COMPANY

Division of Union Carbide Corporation

30 East 42nd Street, New York 17, N. Y.

The term "Union Carbide" is a registered trade-mark of Union Carbide Corporation.

UNION CARBIDE

Looking for your best buy

in Nylon Truck Tires? **KELLY HAS IT!**

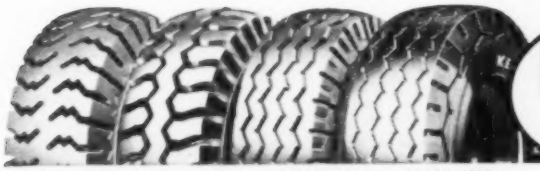
"We have had such good success with Kelly Super Armor Trac Tubeless Truck Tires that we want to give you some facts. Our runs are always with a full load over all kinds of roads. Our Kelly truck tire original mileage, plus extra recap mileage, has meant lower tire cost per mile for our operation. We are thoroughly sold on the performance of Kelly Super Armor Trac Tires."

Earl D. Chaney
Chaney Transportation Co., Cumberland, Md.

"We have been using Kelly tires as standard equipment on all of our units in excess of four years. The last two years we have been using Dual Trac and CHT Nylon Cords and have found this has been the most economical operation we have ever experienced. We consider each of the above-mentioned tires to be a superior product allowing us minimum cost and maximum profits."

W. Reid Fitchett, Vice President
Miller Motor Line, Greensboro, N. C.

No matter what type of trucking you do, Kelly has exactly the Nylon Cord Tire that will deliver more original mileage, more mileage on recaps—to give you the most for your tire money on a cost-per-mile basis. That's why Kelly Nylon Cord Tires are used exclusively on so many trucks and fleets of trucks all over America. It will be worth your while to find out how tougher, longer-lasting Kellys can bring you safer, more dependable service at lower cost. See your Kelly Dealer or write to: The Kelly-Springfield Tire Co., Cumberland, Md.



NYLON CORD TRACTOR RIB | NYLON CORD DUAL TRAC | NYLON CORD C. H. T. | NYLON CORD SUPER ARMOR TRAC

KELLY *Springfield* **TIRES**

THERE'S A TOUGH KELLY FOR EVERY TRUCKING JOB

Identify your TRAILERS with YOUR NAME or PRODUCT NAME

with SIGNS of ALUMINUM or STEEL

GRACE TRUCK SIGNS
ARE DURABLE BAKED ENAMELS

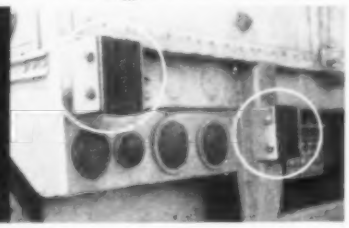
They tell and sell . . . forcibly . . . give strong identification in an attractive manner . . . so much better than hand painted signs on your Trucks that chip, weather and show wear. Grace Truck Signs, of Aluminum or Steel, are more durable, and are easy to attach. They're for you!

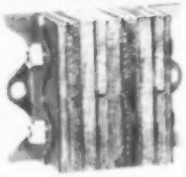
✓ WRITE FOR FULL INFORMATION...

GRACE SIGN & MFG. CO.
3601 S. SECOND STREET • ST. LOUIS 18, MO.

Prevent Truck Body And Dock Damage... Protect Freight With

NEW FLEX-O Rubber Truck Bumpers





FLEX-O truck bumpers are available in three styles for mounting on truck bed platforms and I.C.C. frames.

Write for detailed literature.

■ Built for rugged service, the bumpers absorb the shock of truck-dock impact and reduce or eliminate truck down-time due to body damage sustained in colliding with loading docks.

Easily installed, the bumpers are made with a rubber coated fabric which can be reversed so that the life of the bumper can be doubled.

BUMPERS, INC.
Subsidiary of Rowe Methods, Inc.
2534-F Detroit Ave. • Cleveland 13, O.

Additives . . .

Continued from page 78

As the name implies, water repellants are compounds that resist the undesirable effect of water in the lubricant. They are particularly important in greases that use certain non-soap thickeners. For example, silica gels are sometimes used to give the oil more body. However, this substance is very susceptible to the action of water. Consequently, other surface-active compounds may be added to counteract this. Compounds of silicone and butadiene and styrene polymers are used effectively as water-repellent additives.

Anti-foam agents• Whether or not a liquid will foam depends on its surface-tension characteristics. Plain water, for instance, does not tend to foam if agitated because its surface tension is relatively low. Oil, on the other hand, tends to foam, and when it is pumped around in a closed system, particularly if a sump is involved, this foaming can be troublesome. The oil pump, for instance, may lose suction.

Silicone compounds are widely used as anti-foam agents. Very small concentrations of these fluids are capable of breaking up the foaming tendency of oil. They are generally used in concentrations of 0.01 to 0.001% or less. They are not soluble in the oil and their action is physical rather than chemical.

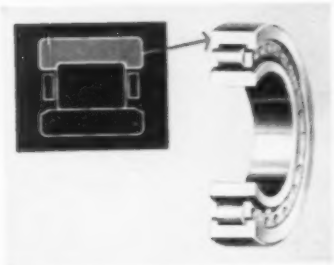
Emulsifiers• In most automotive lubrication, emulsification is not wanted. In some systems, however, emulsifiers are purposely added. Cutting oils used in drilling, grinding or cutting metals, for instance, have emulsifiers in them. Generally, the soluble oils are mixed with water to form a combination lubricant and coolant for the metalworking operation. The most common emulsifiers are sodium or potassium soaps of fats or fatty acids.

There are thousands of compounds and materials patented as fuel and lubricant additives today, but only a small fraction of them are used commercially. The main reason is that an additive has to be practical from a cost and manufacturing standpoint. Even then, it must undergo extensive tests before it's adopted for commercial use.

As a fleet owner, you are probably not concerned with buying additives in bulk and mixing them yourself. You are using them, however, and benefitting by them, since there's scarcely a quality fuel or lubricant on the market that doesn't have an additive in it. They mean a more expensive end product, but if the result is extended intervals between inspection, they're worth it.

The major oil companies all have a number of trained people who constantly work on additives. Their primary purpose, of course, is to develop those that will improve their products. For you as a fleet operator, such improvements mean more economical fleet operation.

Loggers' "weight-lifter" tests bearing stamina!



TWO-LIP RACE INCREASES RIGIDITY

Two parallel shoulders made integral with the outer race, as shown in gray above, increase rigidity and durability—keep rollers in proper alignment. Precision-ground rollers and races give quieter, smoother operation.

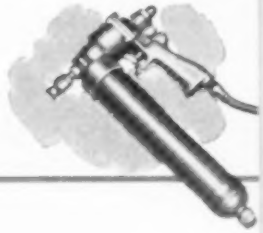
Tossing around logs 6 feet in diameter like toothpicks is no job for a softie! This machine has to be *built* for it right from the start—*right down to the bearings*. And that goes, too, for the trucks which haul these back-breaking giants over the most rugged terrain. Bower tapered and straight roller bearings have been *engineered* for just such work as this—to last longer, perform better under any road or load condition. Painstaking quality control plus basic bearing design refinements—like those shown at left—have reduced Bower Bearing failure to a practical minimum. *Whatever* your product, if it uses bearings, specify Bower! There's a complete line of tapered, straight and journal roller bearings for every field of transportation and industry.

BOWER ROLLER BEARING DIVISION
FEDERAL-MOGUL-BOWER BEARINGS, INC. • DETROIT 14, MICHIGAN

BOWER ROLLER BEARINGS

ONE

ONE GUN



FROM 3

SINCLAIR LITHOLINE®

GREASE

CUTS INVENTORY

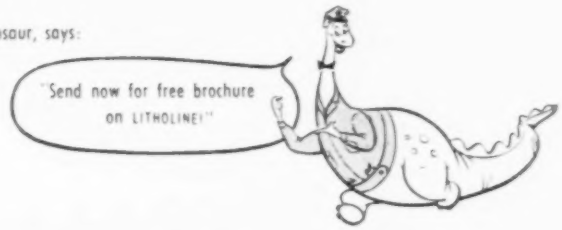
TO 1

If you now use three different greases—chassis, wheel bearing and water pump—you should change to Sinclair LITHOLINE® Multi-Purpose Grease. Sinclair LITHOLINE eliminates the need for several different greases and separate pieces of equipment. With LITHOLINE, you use one grease, one gun—cut inventory from 3 to 1. You also eliminate the danger of misapplication and contamination.

Moreover—facts reveal that LITHOLINE lengthens lube intervals, has also lengthened the life of King Pins, Shackles and U-Joints by at least 40%. Cost-conscious fleet owners can tell you, from actual experience, that LITHOLINE saves them money.

Let a Sinclair Lubrication Engineer show you how Sinclair LITHOLINE Multi-Purpose Grease can help you get the most out of your equipment. Call your nearest Sinclair Representative now, or write Sinclair Refining Company, 600 Fifth Avenue, New York 20, N. Y. *No obligation, of course.*

Dino, the Sinclair Dinosaur, says:



MULTI-PURPOSE GREASE

PM for Fleet Air-Conditioners:

Hot weather's just around the corner in most sections of the country—so it's time to check air-conditioning. If you use (or plan to use) cooling units, don't risk their being out of service when the heat hits. To protect your investment, review these ideas from a top intercity bus man.

MOST FLEETS SET A TARGET DATE of mid-May for having air-conditioners ready for service. The exact date on which to start using the cooling units is dictated by the climate—but whatever the date, you can be fully prepared only if you follow a planned overhaul and maintenance program. An air-conditioner is a mechanical device that needs attention in the same way an engine does.

The fleet pioneers in the use and care of air conditioners were the intercity bus men—and the tips in this article are the brainwork of one of them, Henry Menegus, assistant superintendent at Eastern Greyhound Lines in New York.

The air-conditioning system is not a complicated apparatus, but it does require systematic attention if it is to function efficiently. Its maintenance doesn't require a specially trained mechanic—any good automotive mechanic can quickly master the few basic operating principles and do the job well thereafter.

These are the 6 key steps in air-conditioner maintenance

1. **SCHEDULE COMPLETE OVERHAULS** at staggered intervals so work on air-conditioners does not overload shop. This should be done during off-season when cooling units are not needed.
2. **MAKE THE OVERHAULS** according to manufacturers' specs—they know their products best. This applies to all parts of the air-conditioner.
3. **KEEP MAINTENANCE RECORDS** on all work done—when it was done, when it is due again for check-up, and what parts give the most trouble.
4. **TEST OVERHAULED UNITS** before they're put back in vehicles—don't risk costly downtime because the job looked simple to the mechanic.
5. **CHECK THE VEHICLE ITSELF** for conditions that might impair air conditioner efficiency—especially in the area for which cooling is intended.
6. **GUARD UNITS IN OFF-SEASON.** Units left in vehicles should be protected against road dirt and other matter that will enter uncovered openings in the unit and clog it.

1. A complete overhaul before every hot season is always necessary

A specific overhaul program should include a complete job on the air-conditioner's engine, compressor, and all electrical safety switches and circuits in the unit. A sensible program that won't overload shop personnel is one that produces a specified number of overhauls periodically. For example, if you have fifty units to take care of, you might want to schedule ten a month for five off-season months.

Aside from a few minor adjustments, as well as oil and filter changes, a well scheduled maintenance program will provide you with a trouble-free summer for your air-conditioners.

2. Overhauling jobs should be done according to manufacturer's specs

Engine: Standard engine overhaul practices apply. A 4-cylinder diesel engine is gaining favor rapidly as a powerplant for bus cooling systems. However, the 4-cylinder gasoline engine is still in most common use.

Compressor: Don't overlook the level of the lubricating oil in the reservoir—and be sure you're using a dehydrated wax-free refrigeration-grade oil of suitable viscosity. This oil should be purchased in small containers so that each will be emptied immediately upon being opened. Oil that has been exposed to air for more than a few hours

Here's a Tested, 6-Step Program

should not be used in refrigeration compressors. Check manufacturers' specs for the right oil.

Cooling system: Blower and evaporator should be inspected and maintained strictly according to manufacturers' directions.

Safety switches: The units are protected by both high and low-pressure safety switches and by oil pressure, hot-water safety switch. It's a "must" to check these carefully.

3. Keep a permanent maintenance form for each air-conditioner in the fleet

The best basis for this kind of program is a printed form, in duplicate (one for the vehicle, one for the shop office). On this form there should be spaces for recording every type of work done on the unit. Here's a good sample time-plan:

- *At every 100 hours of running time*, or after using 200 gallons of gas—check ignition points, plugs, carburetor, air cleaner, compressor oil level, and Freon (refrigerant) leakage; clean condenser and radiator.

- *At 200 hours running time* or 400 gallons gas consumption—check governor, grease generator, change oil and filter, check generator belts, clean gas lines and filters, check blower assembly, check and adjust blower belts, check all electrical wiring, relays and charging rate, and add a good visual inspection of the whole unit.

4. Run a complete test on overhauled units before okaying them for service

Here's how to make a simple unit that will permit testing of the air-conditioner motor before the unit is re-installed:

Some units are built so that when they are removed from the vehicle, the distributor coil and battery remain in the vehicle. In order to test run these units "on the rack," a supplementary fuel supply and distributor must be supplied.

Just take an old oil-filter base, and mount it along with an ignition coil on a suitable rack. Fit a petcock to the bottom of the filter bowl, and run a fuel line to the unit to be tested. Be sure to provide a vent at the top of the bowl.

Electrical power source for the test can be a spare battery from the shop. All you have to do is connect the coil in the ignition circuit—and you're ready to proceed with the test. Before starting the engine, be sure the two valves on the compressor are open—this will prevent damage to the unit during the test.

Also, check for refrigerant leakage this way: Send some Freon through the compressor (the charging connection on the suction side of the compressor may be used for this). To speed the test, the unit may be run to draw the refrigerant into the system—but, if the unit is low on gas, the low-pressure output will prevent the engine from running. This switch can be bypassed by means of a jumper across the contacts. Be careful not to connect this jumper to the wrong terminals—you may burn out the distributor points.

With jumper properly attached, start the engine. After a few minutes, disconnect the jumper. If enough Freon has entered, the unit will continue running—if not, it will stop. If it does stop, replace the jumper and repeat. By placing the Freon supply tank on a scale, you can tell how much refrigerant has been added.

Your next step is the actual checking for leakage. Two types of torches are used as detectors, one using alcohol as fuel and one propane. Place the exploring tube at the test point and observe lamp flame: small leaks give a greenish tint, large leaks a flash blue flame. Make all tests in well ventilated areas.

5. Check the vehicle itself as well as the air-conditioner for faults

Seemingly unimportant items (defective window seals, other small unsealed openings, or loss of insulation at some point) can cause inadequate cooling of a vehicle interior.

The next most common cause of inadequate cooling, provided the system is mechanically correct, is dirt or grease on any heat-transmitting or filter surfaces. Most important units to clean: evaporator, air filter and engine radiator.

6. Off-season protection for cooling units is vital to proper maintenance

Off-season protection can be a headache—units are subject to much abuse if left in the vehicles. If you have the space, the best bet is to throw together handy storage racks. By securing them in such racks, you can keep air-conditioners all winter in about the same condition as when they were taken out of service.

If you can't store inside, close off all openings in the air-conditioners that can let in road dirt, snow and other corroding factors.

YOU CAN'T TELL CHEAP BRAKE BLOCKS JUST BY LOOKING

No truck operator would knowingly install cheap brake blocks. They constitute a serious safety hazard and they're a poor investment in terms of cost-per-mile service. Yet a sizeable amount of inferior blocks are being currently sold for replacement.

How does it happen? What can be done about it?

EASY TO IMITATE. There are no laws or regulations governing the quality of brake blocks sold for replacement. It would be legal to make them of cardboard as long as the size and shape were right! Unfortunately, it's very easy to imitate the *look* of quality blocks. And it's very hard for anyone, except a brake lining engineer, to tell the difference between the best and the worst by the appearance and feel of the material. Price is no guide, either. Some of the worst stuff costs the same as quality blocks.

TRAGEDY AND WASTE. Cheap blocks are slapped together by irresponsible operators, often using makeshift equipment and methods. They know or care nothing about standards of manufacture and quality control. Their only concern is to make a good profit by keeping their investment in equipment and materials to a minimum. They let someone else worry about their end product, which so often causes the tragedy of traffic fatalities and the waste of damaged trucks and merchandise.

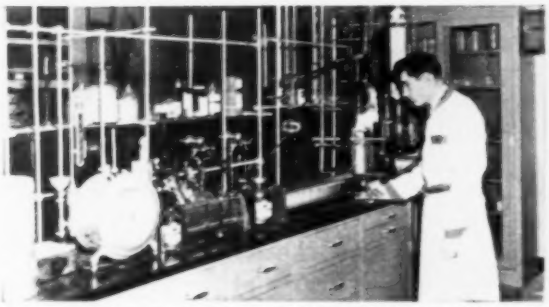
QUALITY BLOCKS COST LESS. Another thing, cheap brake blocks are the most expensive from a time-cost standpoint. Even if they don't cause an accident, they force your trucks into the shop for maintenance more often. Although you may pay a few cents more for top quality blocks, (and you don't always have to) you'll be dollars ahead in terms of longer brake service life and less down time.

We believe the inferior brake block makers can be run out of business if truck operators, brake mechanics and wholesalers are aware of their shoddy operations. Here's how you can help: specify your blocks *by name* —the name of any reliable brake block manufacturer.

IT TAKES MORE THAN A BUCKET AND A KITCHEN STOVE TO MANUFACTURE QUALITY BRAKE BLOCKS

Marshall-Eclipse Division, manufacturers of Bendix-Eclipse brake blocks and lining, Troy, New York.

Test truck measures braking characteristics of Bendix-Eclipse brake blocks under all types of operating conditions



Laboratory control assures that the high quality of Bendix brake blocks and lining is uniformly maintained.

Specially designed dynamometer evaluates friction, wear, fade and durability of Bendix brake blocks and lining.

Brake blocks are one of the most important parts on a truck from a safety standpoint. It takes an engine weighing hundreds of pounds to propel over twenty tons at speeds close to a mile a minute. Yet, brake blocks—*a product weighing less than 50 pounds*—are called on to reverse this process *in a matter of seconds.*

It's obvious, then, that a dependable brake block manufacturer has to know what the score is. Pressed cardboard will stop a truck traveling at slow speeds—if you have unlimited space in which to stop, and you only have to stop once.

Producing a product that meets today's tremendous braking requirements calls for years of experience, continuous research, big financial investments, top engineering talent, vast testing facilities, and above all, skill. Marshall-Eclipse is strong on all counts—especially *skill*. Practically every automotive manufacturer in this country recognizes the superior quality of Bendix-Eclipse brake lining. It has been selected for original equipment on more new cars and trucks than any other make. And the decision of these vehicle manufacturers to use Bendix-Eclipse results from their own exhaustive laboratory and proving ground tests.

Yes, it takes more than a bucket and a kitchen stove to manufacture *quality* brake blocks and lining. There can be no compromise with know-how when a life may be at stake. Play it safe. Order your stock of Bendix-Eclipse* Brake Blocks and Lining now. Then you can be sure.

*TRADEMARK

BENDIX-ECLIPSE
Marshall-Eclipse Division
Troy, New York

Bendix
AVIATION CORPORATION

SURE!

New Mack Model N trucks have the guts and go to cut costs, congestion and competition down to size.

MACKS

can work both sides of your terminal

Fleet operators . . . they're here! The city delivery Macks to team up with your over-the-road units. The new cab-over-engine Mack Model N trucks.

You'll step up deliveries with these surefire winners. They have the power (up to 205 Diesel h.p.) . . . the smooth, swift maneuverability . . . the low step-height for fast entries and exits . . . and all the other qualities needed for the ultimate in city performance. And where they have to get out on the road and move . . . *they move!*

Moreover, they're Macks from the word "Go!"—cabs, engines, transmissions, frames, axles, brakes, differentials. With all the dependability, economy and durability that truckers expect—and get—from Macks.

See the new Mack Model N trucks soon at your Mack branch or distributor showrooms. While you're there—check on Model N tractors for your over-the-road operations. Mack Trucks, Inc., Plainfield, New Jersey. In Canada: Mack Trucks of Canada, Ltd.

MACK

first name for

TRUCKS

Motor Freight's aluminum frameless dump trailers deliver 3,000 extra pounds of payload every trip. Mr. Robert Ress, vice president of the New Philadelphia, Ohio, hauling firm says, "We've been hauling bulk materials for over 20 years, and our fleet includes many different types of trailers. Our experience with these aluminum frameless units has certainly been profitable. The reduction in deadweight enables us to haul that extra payload and at the same time stay well under the legal load limit. These units pay their own freight, too. We get back the added cost in less than a year; from then on, it's clear profit."

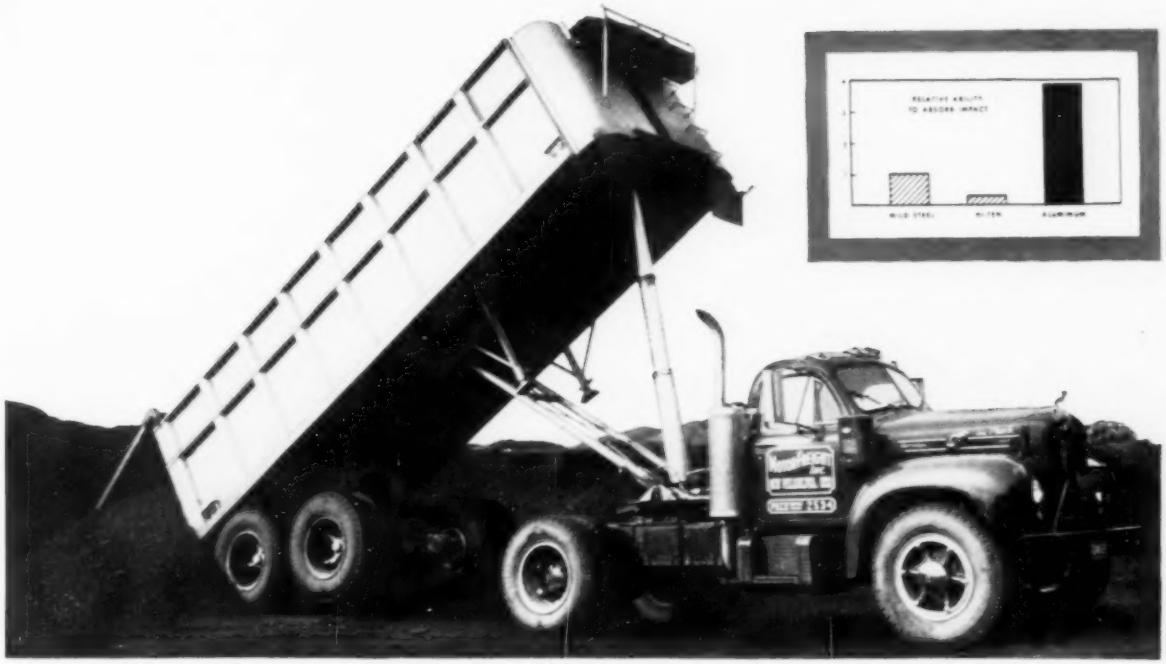
The 22-ft. 28-cu-yd tandem axle HY-TEC model shown here weighs only 7,800 pounds. It is built of tough Alcoa® Aluminum alloys by the TRUCK ENGINEERING CORPORATION, of Cleveland, Ohio. Today's durable aluminum truck and trailer dump bodies, besides providing greater earnings, last longer even under rough service, return solid savings through lower maintenance costs. Corrosion-resistant aluminum never needs painting, stays newer looking with minimum care.

Get all the facts today! For the names of other truck operators who are enjoying comparable benefits, plus your FREE copy of Alcoa literature, write Aluminum Company of America, 1877-E Alcoa Building, Pittsburgh 19, Pa.

ALUMINUM DUMP TRAILERS PUSH PROFIT UP AT A CLIP OF 3,000 EXTRA POUNDS PER TRIP

Proof!
Aluminum Is Tougher Than Steel!

Dump bodies built of Alcoa Aluminum alloys can take *three* times the impact of steel—at *half* the weight!



Your Guide to the Best in Aluminum Value

TRUCK BODY AND EQUIPMENT ASSOCIATION, INC.

WE CHOSE ALCOA ALUMINUM MILL PRODUCTS
ALUMINUM COMPANY OF AMERICA

"ALCOA THEATRE"
Exciting Adventure
ALTERNATE MONDAY EVENINGS

Here's Your LP-Gas Outlet Guide—

If you're an LP-Gas user faced with the possibility of sending a vehicle into unfamiliar territory, you'll want to know where you can find a place to fuel up. Here's the solution to your problem, a complete listing of LPG outlets in the U. S., Canada, and Mexico.

Fleet Owner is publishing these lists in cooperation with the Liquefied Petroleum Gas Assn., Inc., which compiled the information. The LPGA has up-dated the listings it published in 1956 and made additions. These will be run in this and succeeding issues of Fleet Owner.

The complete list will be available in a handy, pocket-sized booklet from the Liquefied Petroleum Gas Assn., 11 South LaSalle St., Chicago 3, Ill., at $1.00 per copy, with quantity discounts.

Copyright 1958, L.P.G.A., Inc. These lists were prepared by the Market Research Committee of the Liquified Petroleum Gas Association as a service to the users and dispensers of LP-Gas motor fuel.

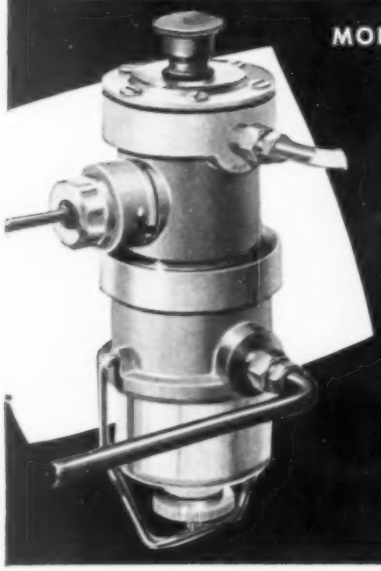
The listings are arranged alphabetically, by state, city, and company name. The following abbreviations have been used:

B. Plt.—Bulk Plant
Butn.—Butane
B-P Mix.—Butane-Propane Mixture
Lubt.—Lubrication Service
Maj.—Major Repair Service
Min.—Minor Repair Service
Pro.—Propane
Pump—LP-Gas Pump
P & M—Pump and Meter
S. S.—Service Station

ALL-NEW FROM STEWART-WARNER...

MODEL 240-A

electric fuel pump



• for cars, trucks and all gasoline engines
• Models with single or dual pumps

FOR INSTANT STARTS . . . AND CONSTANT, POSITIVE FUEL FLOW BOTH WINTER AND SUMMER!

Highest delivery rate! Up to 60 gallons per hour, with oversize piston, coil and power spring.

Adjustable pressure! Pump can be easily adjusted from 1 PSI up to 7½ PSI to give exact shut-off pressure required by any carburetor.

Built-in automatic pressure regulator! Prevents flooding and starving. Maintains desired pressure at carburetor . . . gives smooth, steady fuel supply . . . eliminates surging.

Built-in fuel filter! Extra-large reservoir and oversize filter element.

Easy wiring and installation! Battery can be either positive or negative ground.

Serviceable in field! Routine maintenance – even complete overhaul – can be done by your own service personnel.

Minimum inventory! Just two models – 6-volt and 12-volt.

See your wholesale supplier for details!

Symbol of SW Excellence

INSTRUMENT DIVISION
STEWART-WARNER CORPORATION

1840 Diversey Parkway
Chicago 14, Illinois

California

Continued from April Fleet Owner, page 75

Blythe, Gebbie Bros., Blythe Star Rt.—on Hwy 60 & 70, B. Plt., 24 Hrs., P & M, Pro., *Phone 9461*

Blythe, Suburban Gas Service of Blythe, on Hwys 60 & 70—W. side of Blythe, B. Plt., 8am-5pm, Sat. 8am-12m, Clsd. Sun. & Hol., P & M, Pro., *Phone 1985*

Brentwood, Vangas, N. edge of town on Hwy 4, B. Plt., 24 Hrs., P & M, B-P Mix, Lube., *Phone MElrose 4-3740*

Burney, Intermountain Gas Co., Hwy 299—½ Mi. E. of Burney, B. Plt., 8am-6pm, Clsd. Sun., P & M, Pro., Min., *Phone 25*

Camino, Cedar Grove Gas Co., 1 Mi. S. of "Y"-Tahoe Valley, B. Plt., P & M, Pro., *Phone 853-W*

Campo, Hercules Gas Service, B. Plt., 8am-5pm, Pump, Pro., *Phone GRanite 8-5412*

Caruthers, Williams Butane Co., 7th & N Sts., S. S. 7am-7pm, P & M, Pro.

Castaic, 99 Oaks Service Station, Hwy 99—1 Mi. N. Castaic Jct., S. S., 24 Hrs., P & M, B-P Mix, Lube.

Castaic, Richfield Station, 2 Mi. N. Castaic Hwy 99, S. S., 24 Hrs., P & M, Pro., B-P Mix, Lube., Maj.

Chester, Chester Propane Co., 143 Main St.—E. end of town on Hwy 36, S. S., 8am-10pm, P & M, Pro., Lube., Min., *Phone 4451*

Chico, Chico Butane & Appliance Co., 2420 Park Ave.—Hwy 99E S. of Chico, B. Plt., 24 Hrs., P & M, Pro., Butn., Lube., Min., *Phone FIreside 2-6736*

Chico, Modern Gas Service, Inc., 2155 Park Ave.—S. limits of city on Hwy 99E, B. Plt., 8am-5pm, P & M, Pro., B-P Mix, *Phone FI 2-3541*

Chowchilla, Vangas, W. edge of town, B. Plt., 8am-5pm, P & M, Pro., Butn., B-P Mix, *Phone MOntrose 5-2679*

Part II of a Complete Listing

Clearlake Highlands, Lake County Gas Co., B. Plt., 7am-7pm, P & M, Pro., *Phone CRestview 9-4430*

Cloverdale, Triangle Service Station, on Hwy 101—½ Mi. N. of S. city limits, S. S., 24 Hrs., P & M, B-P Mix, Lube., *Phone TWinbrook 4-2012*

Clovis, Beier's Butane, 841 Clovis Ave., B. Plt., 8am-5pm, Clsd. Sun. & Hol., P & M, Pro., Butn., *Phone CYpress 9-4120 or AXminster 1-3390*

Colfax, Pioneer Propane Co., Main St., B. Plt., 8am-6pm, Clsd. Sun. & Hol., P & M, Pro., *Phone DIamond 6-2241*

Colfax, Placer Gas Co. of Colfax, 2 Mi. E. of Colfax on Hwy 40, B. Plt., 8am-5pm, Clsd. Sat. & Sun., P & M, Pro., *Phone DIamond 6-2631*

Colton, General Propane Service, 10379 Riverside Ave.—1 Mi. W. of Colton & 1 block S. of Hwy 99 on Riverside Ave., B. Plt., 7:30am-6pm, P & M, Pro., *Phone TRinity 7-2642*

Coquille, Universal Liquid Gas Service, Hwy 42—¾ Mi. S. of city center, B. Plt., 8am-5pm, Sat. 8am-12noon, Clsd. Sun., P & M, Pro., *Phone 3441*

Corcoran, Crooks-banks Sales Co., 2204 W. Whitley Ave. off Central Valley Hwy—W. on Whitley Ave., B. Plt., 7am-6pm, Clsd. Sun., P & M, Pro., B-P Mix, *Phone 203*

Corcoran, Petrolane Gas Service, 700 Whitney Ave., B. Plt., 8am-5pm, P & M, Pro., *Phone 303*

Corning, Corning Butane Co., S. edge of Corning on US Hwy 99W, B. Plt., 8:30am-5pm, Clsd. Sat. & Sun., P & M, Pro., Butn., *Phone TAylor 4-3534*

Costa Mesa, Callis, Inc., 131 Commercial Way, B. Plt., 8am-5pm, Sat. 8am-12noon, Clsd. Sun. & Hol., P & M, B-P Mix, *Phone LIberty 8-3416*

Crescent City, Town & Country Gas Co. of Crescent City, on Northcrest Drive—old Hwy 101, S. S., 9am-8pm, Sun. 9am-3pm, P & M, Pro., *Phone 1301*

Crescent City, Ward's Propane Service, Hwy 101—1 Mi. N. of city limits, B. Plt., 8am-5pm, Clsd. Sun. & Hol., P & M, Pro., *Phone 111*

Crows Landing, Vangas, Hwy 33—N. edge of town, B. Plt., 8am-5pm, P & M, Pro., Butn., B-P Mix, *Phone TEmple 7-4618*

Culver City, Bert Stewart Service, 5619 S. Sepulveda Blvd., S. S., 6am-9pm, Sat. & Sun. 8am-6pm, P & M, B-P Mix, Lube., Min., *Phone EX 7-7746*

Delano, Petrolane Gas Service, 1635 Kensington, B. Plt., 8am-5pm, Pump, Pro., *Phone 9744*

Delano, Vangas, S. edge of town on old Hwy 99, B. Plt., 8am-5pm, P & M, Pro., Butn., B-P Mix, *Phone 7891*

Delphi, Vangas, N. edge of town on Hwy 99, B. Plt., 8am-5pm, P & M, Pro., Butn., B-P Mix, *Phone MErcury 4-6206*

Dinuba, Blair's, 275 E. El Monte Way, B. Plt., 8am-6pm, Clsd. Sun. & Hol., P & M, Pro., Butn., *Phone 487*

Dos Palos, Vangas, W. edge of town, B. Plt., 8am-5pm, P & M, Pro., Butn., B-P Mix, *Phone EXpress 2-2189*

East Nicolaus, L. J. Thornton, intersection of El Centro Blvd. & Watt Ave., B. Plt., 8am-5pm, P & M, Pro., *Phone 2451*

El Cajon, Hercules Gas Service, 1275 E. Main St., B. Plt., S. S., 8am-6pm, P. & M, Pro., *Phone HIckory 4-3743*

El Cajon, Rockgas Service Co. Inc., Hwy 80 at 2nd St., B. Plt., 8am-5pm, Clsd. Sun., P & M, Pro., B-P Mix, *Phone HI 4-3173*

El Centro, Curleys Signal Service, 1498 Adams, S. S., 24 Hrs., P & M, B-P Mix, Lube., Min., Maj., *Phone EL 2-0878*

El Centro, Petrolane Imperial Gas Service, N. Imperial Hwy—US Hwy 99, B. Plt., 8am-5pm, P & M, Pro., B-P Mix, *Phone ELgin 2-1939*

Elk Grove, Maco Gas Co., 5 Mi. S. of Sacramento on Hwy 99, B. Plt., 8am-5pm, Clsd. Sun., P & M, Pro., *Phone Murray 5-9596*

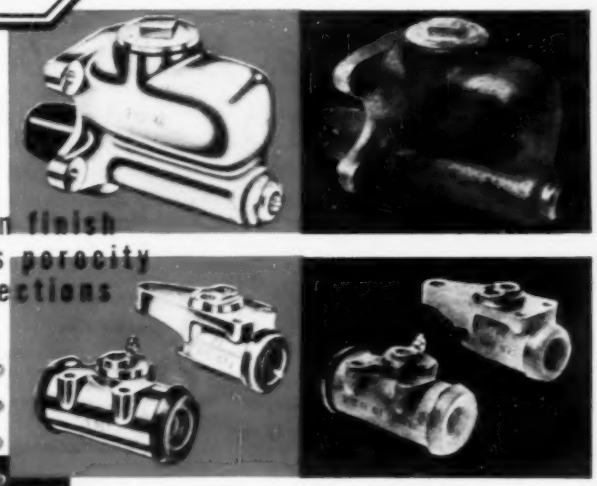
El Monte, Jack & Paul Butane Service Inc., 9900 E. Valley Blvd. 1 Mi. W. of El Monte between Temple City & Baldwin Ave., B. Plt., 7am-8pm, Sun. & Hol. 8am-5:30pm, P & M, Pro., Butn., Min., *Phone GIlbert 4-0356*

El Monte, Truck City Terminal, 1915 Durfee Ave., S. S., 24 Hrs., P & M, B-P Mix, Lube., Maj.; *GIlbert 4-2769*

Emeryville, Ransome Co., 4030 Hossis St. at Santa Fe tracks, S. S., 8am-5pm, Clsd. Sat. & Sun., B & M, Pro., Butn., *Phone OLympic 2-3600*

Continued on page 95

NEW SHELL-MOULDING PROCESS OF EIS CYLINDERS *makes them better!*



Now, EIS brings you better master and wheel cylinders with its new, Shell-Moulding process! They're precision-made to the extreme and accurately machined with a mirror-like internal finish. Some EIS Master and Wheel Cylinders are available in this new process — many others will follow soon. You'll find that **they're made better — look better — and, they cost no more!**

EIS "E" Series HRC* CUPS **WITH** EXPANDERS are incorporated in all EIS Wheel Cylinders. Cups are moulded of a specially formulated heat-resisting compound to withstand higher brake drum temperatures caused by higher speeds and faster stops. They are also included in all EIS Wheel Cylinder Repair Kits.

And, for a better sealing job, EIS RIBBED SECONDARY CUPS are incorporated in all EIS Master Cylinders. You'll also find them in all EIS Master Cylinder Repair Kits.

*Heat Resisting Compound

EIS AUTOMOTIVE CORP., Middletown, Conn.

Geared by FULLER...

Texas Dairy specifies R-96 ROADRANGER® Transmissions

When Milkhouse Cheese Corporation of San Antonio, Texas, purchased new Kenworth tractors recently, the firm specified Cab-Over-Engine Model 825's with Fuller R-96 ROADRANGER Transmissions.

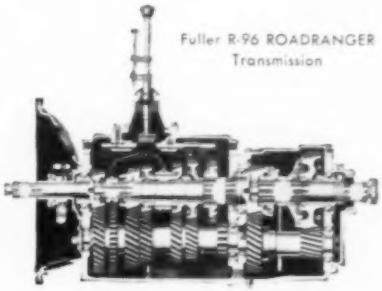
The all-aluminum 73-inch sleeper-cab tractors like the unit shown here, have a chassis weight of 12,790 pounds. Powered with 210 horsepower Cummins NHB diesel engines, these units have a payload capacity of 36,000 pounds.

Lou and Hyman Bernstein, president and vice-president of the firm, respectively, selected these custom-engineered Kenworths, with the 10-speed semi-automatic ROADRANGERS, for long hauls of frozen commodities from the Rio Grande country to the Midwest. These same tractor-trailer combinations haul the Bernsteins' own dairy products from Wisconsin for distribution in Texas.

Fuller ROADRANGER Transmissions give Milkhouse Cheese Corporation:

- **Easier, quicker shifts—28% steps between ratios**
- **One shift lever controls all 10 forward and 2 reverse speeds**
- **No gear splitting—10 selective gear ratios are evenly and progressively spaced**
- **Engines operate in peak hp range with greater fuel economy**
- **Less driver fatigue—⅓ less shifting**
- **Range shifts pre-selected—automatic and synchronized**
- **Compact space-and-weight-saving economies—the most compact 10-speed transmission available**
- **Transmission weight under the cab—permitting more cargo to be carried on the payload axles**

Get full facts on Fuller ROADRANGER Transmissions from your truck manufacturer or truck dealer now!



Fuller R-96 ROADRANGER Transmission

FULLER

TRANSMISSIONS

FULLER MANUFACTURING CO. Transmission Division • Kalamazoo, Mich. Belt Drop Forge Div., Milwaukee 1, Wis. • Shuler Axle Co., Louisville, Ky. (Subsidiary) • Sales & Service, All Products, West. Dist. Branch, Oakland 6, Cal. and Southwest. Dist. Office, Tulsa 3, Okla.

LPG Outlets . . .

Continued from page 93

Escondido, Petroleum Gas Service Inc., State Hwy 78—1 Mi. W. of Hwy 395, B. Plt., 8am-6pm, Clsd. Sun. & Hol., P & M, Pro., *Phone SH 5-4212 or SH 5-4214*

Escondido, Universal Liquid Gas Service, Hwy 395—between Grand & 5th, B. Plt., 8am-5pm, Sat. 8am-12noon, Clsd. Sun., Pro., B-P Mix, *Phone SH 5-5955*

Eureka, Mercer Frazier Gas Co., Inc., 4th & Broadway—on Hwy 101, B. Plt., 8am-4:45pm, Clsd. Sat., Sun. & Hol., P & M, Butn., *Phone HIllside 2-2963*

Exeter, Jack Greggs, Inc., Hwy 65, B. Plt., 7am-5pm, Clsd. Sun., P & M, Pro., B-P Mix, *Phone 600*

Fairfield, Joe Damboise (Texaco Service Station), corner Hwy 40 & Travis Blvd., S. S., 7am-12m, P & M, Pro., Butn., Lube., *Phone HArrison 5-5475*

Fallbrook, Petrolane Anthony, 812 S. Main St., B. Plt., 8am-5:30pm, P & M, Pro., *Phone RA 5-1424*

Fall River Mills, Inter Mountain Gas Co., Hwy 299—2 Mi. E., B. Plt., 8am-6pm, on call Sun., P & M, Pro., Min., *Phone 4101*

Firebaugh, Saveway Stations, 8th & Hwy 33, S. S., 6:30am-9:30pm, P & M, B-P Mix, *Phone OL 9-2373*

Firebaugh, Vangas, N. edge of town on Hwy 33, S. S., 24 Hrs., P & M, B-P Mix, Lube., *Phone OLiver 9-2032*

Fort Bragg, Fort Bragg Butane Dist., Hwy 1—1 Mi. S. of Fort Bragg, B. Plt., 7am-5pm, P & M, Pro., B-P Mix, *Phone YOrktown 4-2406*

Fortuna, Sequoia Gas Co., 920 Main St.—Hwy 101, B. Plt., 7am-6pm, P & M, Pro., *Phone RAndolf 5-4465*

Fresno, Cities Fuel Corp., N. Hwy 99 at Herndon, B. Plt., 8am-5pm, P & M, Pro., B-P Mix, Lube., Min., Maj., *Phone AM 6-0711*

Fresno, Flat Top Truck & Car Terminal, 2919 N. Hwy 99, S. S., 24 Hrs., P & M, B-P Mix, Lube., Min., Maj., *Phone AMherst 6-9967*

Fresno, Shoemaker Truck Service, 3741 Hwy 99 S.—4 Mi. S. of Fresno, S. S., 24 Hrs., P & M, Butn., Lube., Min., *Phone AD 7-0004*

Fresno, Theron Sheldon Flying A Service, 6691 N. Blackstone—on Hwy 41—7 Mi. N. of Fresno, S. S., 7am-8pm (winter), 7am-10pm (summer), P & M, Butn., Lube., Min., Maj., *Phone BA 7-4374*

Fresno, Valley Butane Inc., ¼ Mi. S. of Fresno on old Hwy 99, B. Plt., 7am-7pm, Clsd. Sun. & Hol., P & M, Pro., B-P Mix, Lube., Min., *Phone ADams 7-7355*

Fresno, Vangas, Hwy 99 S. & Maple—3 Mi. S. of town, B. Plt., 8am-5pm, P & M, Pro., Butn., B-P Mix, *Phone AD 3-4171*

Fresno, Williams Butane Co., 2391 S. Elm Ave.—US Hwy 41—2 Mi. S. of Fresno, B. Plt., 8am-6pm, P & M, Pro., B-P Mix, Min., *Phone AM 4-2913*

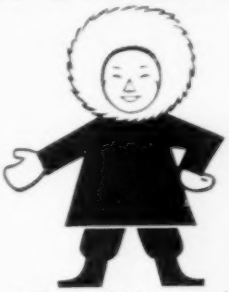
Garberville, Blue Star Gas Co., School

Continued on page 98

HUNTER CARGO COOLERS

TRUCK REFRIGERATION SYSTEMS

for positive dependability... efficiency... serviceability ... light weight and low cost



Moderate or zero temperature ranges, single or multiple drop operations, long or short hauls, — whatever your requirements you're certain to find the answer to your refrigeration problems in the great new line of Hunter Cargo Coolers.

These performance-proved mechanical refrigerators for trucks are the result of Hunter's nearly twenty years of specialized experience in the design and manufacture of mobile temperature control systems.

Hunter Cargo Coolers are made in a variety of types, sizes and capacities. Individual models are engineered to employ most efficient power systems for the particular refrigeration job to be done — hydraulic drives, electric drives, engine-mounted compressor drives, etc.

- light weight — permit bigger payloads
- compact — occupy less cargo space
- more refrigerating capacity per pound of weight
- high volume, low velocity air flow
- easier to install — designed for maximum serviceability
- lowest initial costs
- lower operating and maintenance costs
- rugged construction
- longer work life

Write for descriptive literature and specifications on models to meet your specific requirements

HUNTER MANUFACTURING COMPANY
30525 AURORA RD. • SOLON, OHIO
TRANSPORT HEATING AND REFRIGERATION

"Gates TANDEMATIC DRIVE doubles the traction ...lengthens tire life"

Walter Beil of Charles Beil & Sons, Millstadt, Illinois, writes: "We were experiencing poor tire wear, and needed better traction on our coal carriers. We decided to try Gates Tandematic Drives on two of our fifteen units.

"The drive has accomplished everything Gates said it would. We get twice as much traction, better mileage and even wear on all tires. Road shock and wheel hop have been practically eliminated, and our drivers sure appreciate the safety of more positive braking power.

"Our other units are now being equipped with Gates Tandematic Drives."

● Driving dead axle provides these additional advantages for economical and efficient performance.

- Uniform power through all 8 wheels
- Smoother power for less road shock and jerking — reducing maintenance
- Improved steering — easier, smoother ride — less driver fatigue

For complete information on Gates Tandematic Drive write to:

Manager — Tandematic Department
The Gates Rubber Company Sales Division, Inc.
999 South Broadway, Denver 17, Colorado

TPA 381

Gates Tandematic Drive gives you both...

Disc Type Spoke Type

Specially hardened Red Groove Pulley

has more than 3 times greater life than ordinary pulleys.

Roll-on feature (Pat. Pend) Split construction permits pulley groove to be offset, so belt can be rolled on at high tension easily and safely without damaging the belt.

Self-cleaning. Open design insures peak operating efficiency at all times.

Rib-Top V-Belt

Protective ribbed top: Resists sandblast effects from wheels — gives longer belt life.

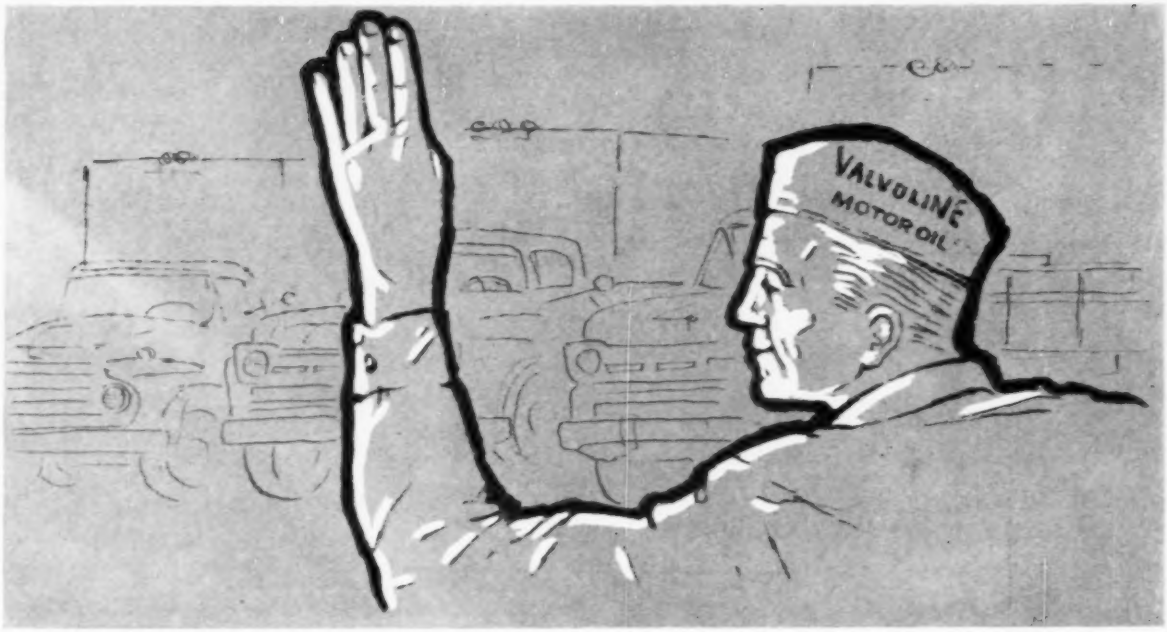
Flex-Weave Cover: (U. S. Pat. No. 2519590) Protects vital core of belt from mud, dirt, grease and oil; yet gives greater flexibility for longer service life.

Concave Sidewalls: (U. S. Pat. No. 1813698) Concave sides increase belt life. As belt bends, concave sidewalls become straight, making uniform contact with sheave groove. Uniform contact means less wear on sides of belt ...far longer belt life.

Special tensile cord construction: Greater resilience of Gates tougher tensile cords enables belt to absorb shocks and carry extra heavy loads. Also permits belt to be pre-loaded to the proper operating tension while being installed.

Gates Tandematic Drive

A CHANGE TO **VALVOLINE**



WILL SAVE YOU

- *down time*
- *shop space*
- *inventory investment*

X-18 MULTI-PURPOSE GEAR LUBE | ALL-CLIMATE MOTOR OIL

VALVOMATIC AUTOMATIC TRANSMISSION FLUID | X-ALL PRESSURE GUN GREASE

NOW . . . one move to Valvoline's Fleet Program —will *cut* your lubricating overhead. You say *how*? That's a fair question. The answer is really simple.

How do you SAVE? It's easy to figure . . . By using the Valvoline Fleet Program you reduce your entire Lube Inventory saving space, handling expense and money tied-up in lubes. It speeds Oil Changes and Grease Jobs, thus saving TIME . . . which spells MONEY!

Don't delay! Write TODAY and see the facts on how the Valvoline Fleet Program will save you money.

VALVOLINE FO-558

OIL COMPANY • FREEDOM, PA.

Division of

Ashland Oil & Refining Company

LPG Outlets . . .

Continued from page 95

St., B. Plt., 8am-5pm, Clsd. Sun. & Hol., P & M, Pro., *Phone 1551*

Garberville, Redwood Propane Co., 3 Mi. N. of Garberville on US Hwy 101, B. Plt., 8am-6pm, P & M, Pro., *Phone 1968*

Gardena, Hansen Gas Corp., 16800 S. Main St., B. Plt., S. S., 8am-5pm, P & M, Pro., *Phone FA 1-2998*

Gardena, Mutual Liquid Gas & Eqpt. Co. Inc., 17117 S. Broadway, B. Plt., S. S., 8am-5:30pm, P & M, Pro., *Phone FAculty 1-3771 or DAvis 9-6071*

Gilroy, Dassel's Butane-Propane Supply, ½ Mi. N. of city limits—Hwy 101, S. S., 6am-11pm, P & M, B-P Mix, Lube., Min.

Gilroy, Vangas, S. edge of town on Hwy 101, B. Plt., 8am-5pm, P & M, Pro., Butn., B-P Mix, *Phone VInewood 2-3818*

Goleta, Ellwood Truck Service, Hwy 101—3 Mi. beyond Goleta, S. S., 24 Hrs., P & M, B-P Mix, Lube., Min.

Greenfield, Geig's Chevron Service, Greenfield on Hwy 99, S. S., 24 Hrs., P. & M. Pro.

Greenville, Plumas Gas & Appliance Co., B. Plt., 7am-7pm, P & M, Pro., *Phone 100M*

Gridley, Cal-Central Liquid Gas Co., Hwy 99E & Archer Ave.—S. Gridley, B. Plt., 7am-6pm, Clsd. Sun. & Hol., P & M. Pro., B-P Mix, *Phone 5661 or 2384*

Gustine, Machado & Mello, on Hwy 33—N. of Gustine, S. S., 7am-8pm, P & M, Pro., B-P Mix, *Phone ULrich 4-3143*

Hanford, American Gas Co., 703 E. 6th St.—corner of 10th Ave. & 6th St.—E. of town, B. Plt., 8am-6pm, P & M, Pro., B-P Mix, Min., *Phone LU 4-7635 or LU 4-3025*

Hanford, Vangas, E. edge of town on Hwy 198, B. Plt., 8am-5pm, P & M, Pro., Butn., B-P Mix, *Phone LUdlow 4-8461*

Hayward, Hayward Butane Co., 1544 Castro St., B. Plt., 8am-5pm, Clsd. Sun. & Hol., P & M, Pro., Butn., *Phone LU 1-3432*

Healdsburg, Merle Smith, 508 West St.—on US Hwy 101, B. Plt., 8am-9pm., P & M, Pro., *Phone 473 or 1108*

Healdsburg, Wittke's Chevron Service, Redwood Hwy S., S. S., 24 Hrs., P & M, B-P Mix, Lube., Min., *Phone 240*

Hemet, Imperial Gas Co., 124 S. Carmalita—Hwy 77 & Sanderson St., B. Plt., 8am-5pm, Clsd. Sun. & Hol., Pump. Pro., *Phone 5202*

Hemet, Petrolane Hemet Gas, 919 W. Florida—Hwy 74—W. of town, B. Plt., 8am-5pm, Sat. 8am-12noon, Clsd. Sun., P & M, Pro., B-P Mix, Min., *Phone OLive 8-5123*

Hollister, Dassel's Butane-Propane Supply, 1 Mi. N. of Hollister on Hwy 156, B. Plt., 8am-5pm, Clsd. Sun. & Hol., P & M, Pro., Butn., B-P Mix, Min., *Phone MErcury 7-4634*

Hollister, Vangas, N. end of town on Hwy. 156, B. Plt., 8am-5pm, P & M, Pro., Butn., B-P Mix, *Phone 878*

Hoopa, Trinity River Gas Co., S. of Hoopa on Hwy. 96, B. Plt., 8am-6pm, P & M, Pro., *Phone 7532*

Huron, Butane-Propane Supply, 9th St., B. Plt., 8am-6pm, P & M, Pro., Butn., *Phone 4191*

Huron, Butane-Propane Supply, Lassen Ave., S. S., 8am-6pm, P & M, Pro., Butn., *Phone 4191*

Huron, Huron Butane Co., corner of 12 & M St.—N.E. part of town, B. Plt., 8am-6pm, P & M, Pro., Butn., *Phone 4141*

Huron, Vangas, N. edge of town, S. S., 24 Hrs., P & M, B-P Mix

Idyllwild, Idyllwild Ice & Fuel Supply, center of town, B. Plt., 7am-5pm, P & M, Pro., *Phone 30781*

Imperial, Suburban Gas Service of Imperial, Hwy 99—opposite Main Gate Fair Grounds, B. Plt., 7am-5pm, Sat. 7am-12noon, P & M, Pro. or Butn., *Phone FLanders 5-1789*

Indio, Mero's Richfield Service, Hwy 99 & 111, S. S., 24 Hrs., P & M, Butn., B-P Mix (winter), Lube., Min., *Phone 7-3893*

Indio, Signal Truck Station, Hwy 99 & Monroe St.—Westerly city limits on Hwy 99, B. Plt., S. S., 24 Hrs., P & M, Pro., Butn., B-P Mix, Lube., Min., Maj., *Phone INdio 7-3135*

Inglewood, Hansen Gas Corp., 10600 Prairie Ave., 8am-5pm, P & M, Pro., *Phone 8-2003*

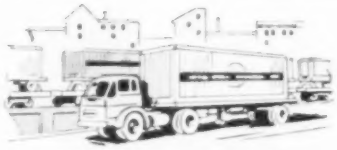
Jackson, Jackson Butane Gas & Appliance Co., Jct. Hwy 49 & Hwy 88—2 Mi. N.W. of Jackson, B. Plt., 8am-5pm, P & M, Pro., *Phone 295*

Jackson, Mother Lode Maco Gas Co., 1 block N. & 1 block W. of intersection of Hwy 49 & Hwy 88, B. Plt., 8am-5pm, Clsd. Sun. & Hol., P & M, Pro.,

Continued on page 102

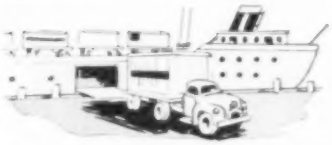
Plus

MORE JOBS HANDLED BETTER BY BARTLETT



All Railroad Piggy Back Loading Time Reduced

House Moving—5th Wheel lifts house up and helps to roll on new foundation



Fishy Back operations could not manipulate economically without this help.

Dumping Oranges from Groves into Washing Pits—materially cuts costs

Lift Boom Mounted on 5th Wheel can Boom or Lift any ordinary Tractor and tow in

SIMPLICITY IN MOUNTING

Can Be Done in Any Good Truck Shop

Unit complete with P.T.O., Pump, Shaft-Valves. With special Heavy Duty 5th Wheel.

Load is not carried on cylinders but rolls in track cuts line pressure and ring replacements

OUTLIVES ANY OTHER 2 TO 1

BARTLETT HYDRAULIC 5TH WHEEL

Shipped Assembled Ready to Mount

Bartlett

TRAILER CORPORATION

3080 ARCHER AVE. CHICAGO 8 • CORNER OF ASHLAND VIRGINIA 7-1160

N. B. Waxler, Maintenance Supervisor, National Automotive Fibres, is shown with Jim Compton, Cooper Rep., as they set up "the record" for two new Cooper Road-Master Extra Mile truck tires.

Cooper Road-Masters average 125,000 miles, cut truck tire costs below 1 mill per mile

National Automotive Fibres uses 30 pieces of equipment to haul sixteen (16) ton loads of semi-fabricated door panels and carpet to car manufacturers and their assembly points all over the country.

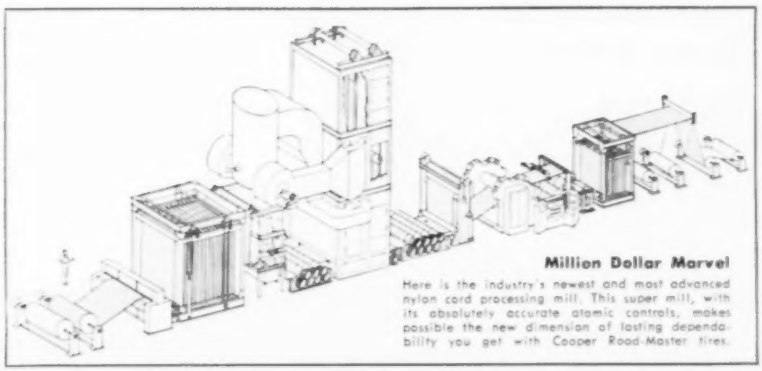
Deliveries must comply with production line timing. Trucks must almost always roll at maximum allowable speeds from plants located in Ohio, Michigan and New York. Yearly mileage tops the 1 million mark. Tire cost is an important factor in keeping National Automotive Fibres competitive. That is why this automotive supplier's truck fleet is equipped with Cooper Road-Master Extra Mile tires. These tires average 125,000 original miles on drive wheels, deliver even higher mileage on front and trailer wheels. Cooper Road-Master Extra Mile tires have cut costs below 1 mill per mile for this operator.

$1 Million Marvel Pays-Off

The industry's newest and most advanced nylon cord processing mill is one reason why Cooper Road-Master tires deliver more mileage at lower cost for National Automotive Fibres.

Aptly named the million dollar marvel, this super mill adds the new dimension of lasting dependability to nylon and rubber. The pay-off for truck operators like yourself is a practically damage-proof tire body that delivers phenomenal original mileage, up to 4 and 5 bonus recaps.

And remember: The new dimension of lasting dependability you get with Cooper Road-Masters is in addition to the extra protection made possible by Cooper Shock-Guard construction.



Million Dollar Marvel

Here is the industry's newest and most advanced nylon cord processing mill. This super mill, with its absolutely accurate atomic controls, makes possible the new dimension of lasting dependability you get with Cooper Road-Master tires.

Call and Save

The advantages of lower truck tire costs and higher payload profits are as near as your telephone. Call your Cooper truck tire dealer, or write us for full details about Cooper Road-Master tires. Both nylon and rayon types available in a complete range of prices. Cooper Tire & Rubber Co., Findlay, Ohio.

Cooper TIRES ... *miles ahead*

Here's an opportunity to save hundreds of dollars on the next big truck you buy! Extra equipment is now available to broaden the application of economical Series 50 and 60 models. They're ready to do big jobs with G.V.W.'s up to 21,000 lbs. . . . and you pocket the big price difference!

CHEVROLET

Chevrolet's new Series 50 and 60 "H" models are equipped to work like trucks that cost much more . . . to do many jobs that used to call for bigger and more expensive trucks. *They're priced hundreds of dollars lower than other heavyweight haulers,* yet they're ready to take on tasks requiring up to 21,000 lbs. G.V.W.—thanks to these husky heavyweight components:

- 16,000-lb.-capacity single- or two-speed Eaton rear axles.*
- Big-truck brakes—9½-inch Hydrovac power brakes* or Air-Hydraulic brakes.*
- 4-speed Synchro-Mesh transmission with hard-pulling 7.06 to 1 low gear ratio or New Process 5-speed* or 6-speed Powermatic transmissions.*
- Tough long-leaf front springs that go up to

CHEVROLET TASK·FORCE

2,900 lbs. capacity* at each wheel; rear springs with up to 9,100 lbs. capacity.*

- Heavyweight V8's—modern power from 160-h.p. Heavy-Duty Taskmaster V8 or 175-h.p. Heavy-Duty Super Taskmaster V8.*

Tough heavy-duty components such as these broaden the application of Chevrolet's Series 50 and 60 trucks. The new "H" models are ideal for *many* mammoth hauling jobs, such as car haulaways, or for pulling grain semi-trailers, or contractors' dump bodies, and many more. They're true big-tonnage haulers in everything but price, and, chances are, there's one to suit *your* job. See your Chevrolet dealer soon; see how *you* can save hundreds of dollars on the next big truck you buy! . . . Chevrolet Division of General Motors, Detroit 2, Michigan.

**Extra-cost heavy-duty options.*

An all-new high-style pickup by Chevrolet!

It's the smooth-lined new *Fleetside*—as handsome a pickup as ever graced a hauler's business! With the latest in styling, it's a standout on any street, and you get extra utility, too. The *big* body—a full 6 feet wide and up to 98 inches long—enables you to haul many additional cubic feet of payload.

TRUCKS

The Only Safe Way

TO CHANGE TUBELESS TIRES

on Light-Duty Vehicles

Tire manufacturers' recommendations must be followed when mounting and demounting 14" and 15" tubeless tires on small commercial trucks and other light-duty fleet vehicles. These include the use of an approved lubricant.

RuGLYDE is THE approved tire lubricant—the only rubber lubricant that speeds and simplifies tire changing without endangering the air seal, rubber or paint finish in any way! RuGLYDE permits perfect bead seating—prevents "after-slippage" and tire "thumping"—and will not induce rust.

and Large Heavy-Duty Trucks

The need for RuGLYDE for larger truck tubeless tires is even more urgent. Applied to bead and rim, RuGLYDE eases the difficult job of seating the tighter and heavier bead on the tapered rim . . . prevents scuffing . . . protects the air seal. A "must", too, for tube and flap assembly.

RuGLYDE is also an ideal "cleaner" for making tires and rubber accessories look new. Use on lube-rack, too. Its deep penetrating action makes it unexcelled for squeak-proofing rubber parts and fittings.

See your jobber or write

AN AGS PRODUCT

R-338

AMERICAN GREASE STICK COMPANY
MUSKEGON, MICHIGAN

LPG Outlets . . .

Continued from page 98

Butn., *Phone 474*

Jamestown, R. H. Booker, Hwy 103—between Jamestown & Sonora—1 Mi. N. of Jamestown, S. S., 7am-10pm, P & M, Pro., Butn., Lube., Maj., *Phone YUkon 4-5682*

June Lake, Mountain Liquid Gas Service, US Hwy 395, B. Plt., 8am-5pm, Pump, Pro., *Phone Leevining 2495*

Kelseyville, Lake County Gas Co., B. Plt., 7am-7pm, P & M, Pro., *Phone CRestview 9-4480*

Kerman, Vangas, Hwy 180, B. Plt., 8am-5pm, P & M, Pro., Butn., B-P Mix, *Phone 9495*

Kernville, Swedish American Gas Co., Weldon Cutoff Rd., B. Plt., 8am-6pm, P & M, Pro., Min., *Phone 145 or 360, Sun. call 154*

King City, Vangas, S. edge of town on Hwy 101, B. Plt., 8am-5pm, P & M, Pro., Butn., B-P Mix, *Phone 366*

Kingsburg, Vangas, N. edge of town, B. Plt., 8am-5pm, P & M, Pro., Butn., B-P Mix, *Phone TWin Oaks 7-3077*

Lakehead, Lassen Gas Co., US Hwy 99—30 Mi. N. of Redding, S. S., 7am-10pm, P & M, Pro., Lube., Min., *Phone 3*

Lakeport, Superior Propane Service, S. Main St. on Hwy 29—½ Mi. outside city limits, B. Plt., 24 Hrs., P & M, Pro., *Phone COlony 3-4739*

Lancaster, Lancaster Gas Co., 44081 N. Sierra Hwy on State Hwy 6, B. Plt., 9am-6pm, Sat. 9am-1pm, Clsd. Sun., P & M, Pro., *Phone WHitehall 2-5117*

Laytonville, General Petroleum 101 Service Station, Hwy 101—S. side of town, S. S., 24 Hrs., P & M, Butn., Lube.

Laytonville, Wittke's Chevron Service, Hwy 101, S. S., 24 Hrs., P & M, B-P Mix, Lube., Min., *Phone YUkon 4-9741*

Lemon Grove, Mutual Liquid Gas & Eqpt. Co. Inc., 7370 Broadway—2 blocks off State Hwy 94, B. Plt., 8am-5pm, Sat. 8am-12noon, Clsd. Sun., P & M, Pro., *Phone HOpkins 6-8400*

Lemoore, West Lemoore Service, 1 Mi. W. of Lemoore on State Hwy 41, S. S., 6 am-9pm, P & M, B-P Mix, Lube., Min., *Phone WAlnut 4-5677*

Littlerock, Western Star Propane Inc., 7166 Pearblossom Hwy—Hwy 138, B. Plt., 24 Hrs., P & M, Pro., *Phone WI 7-4743 or WI 7-2721*

Livingston, Livingston Butane Inc., US Hwy 99—½ Mi. S. of Livingston, B. Plt., 7am-9pm, P & M, Pro., Butn., *Phone EX 4-7921 or EX 4-7532*

Lodi, Gray's Butane Inc., B. Plt., 8am-6pm, P & M, Pro., B-P Mix, *Phone ENdicott 8-0681*

Lodi, Maco Gas Co., 633 Victor Rd.—1 block E. of US Hwy 99 on State Hwy 12, B. Plt., 8am-8pm, Fri., Sat. & Sun. 8am-5pm, P & M, Butn., *Phone ENdicott 9-2731*

Lodi, Ted's Signal Service, Hwy 99—E. side of Hwy in Lodi, S. S., 6:30am-11:30pm, P & M, Pro., Lube., Min.

Lone Pine, Inyo Gas & Appliance Co., S.

Continued on page 106

modern transportation SEATING

FIRST IN...

Comfort and Durability

NO. 105 DELUXE DRIVER SEAT

Rigid bucket type "Posture Designed" for maximum driving comfort. Spring or foam rubber filled. One piece aluminum back. Leather mohair or leatherette cover.

NO. 122 METROPOLITAN SEAT

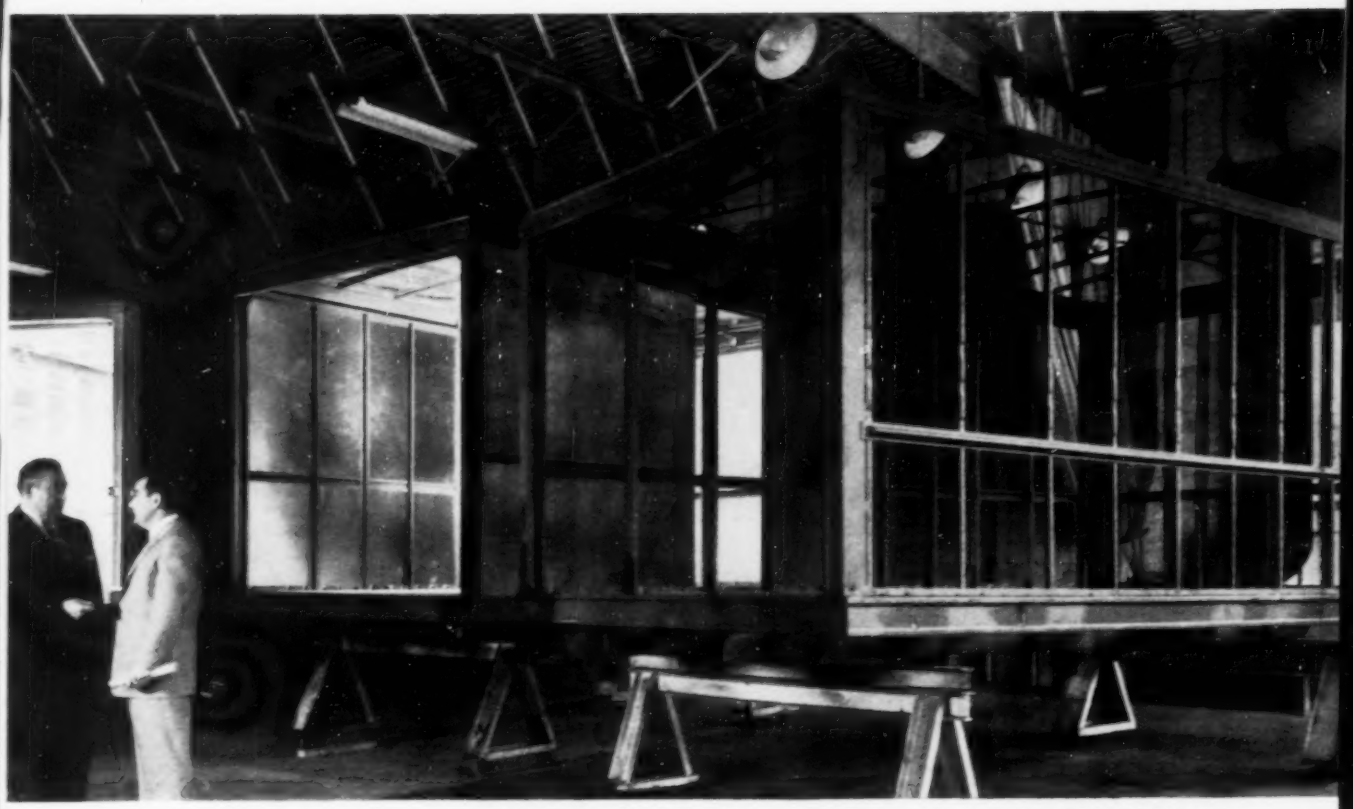
"Living Room Comfort" single unit spring construction. Rigid tubular frame. Chrome handle grips. One piece aluminum back. Leather mohair or leatherette cover.

CUSTOM BUILT
To Your Specifications

For further information write or call

TRANSPORTATION SEATING CO.
1314 Harmon Place, Minneapolis 3, Minn.
Division
AMERICAN WICKER WORKS

PROTECTED SALES TERRITORIES AVAILABLE



Parish Pressed Steel Division of Dana Corporation, Reading, Pa., makes prefabricated frames for truck bodies. The frames come in five parts, ready for quick, cost-saving assembly by body builders. Shown here are Mr. Fred Simonton of Parish and Mr. Arthur Santomo, President of A&S Truck Trailer Company, a leading builder in the Pittsburgh area. In the background are three of the frames recently bought by A&S.

Haul pay load--not dead weight!

Fleet owners have always hunted for lighter truck bodies, but the lighter ones never seemed strong enough. That's why Parish Pressed Steel uses USS High Strength Steel in their new line of prefabricated truck body frames. USS High Strength Steels have 50% higher yield points than structural carbon steel, so High Strength frames can be made thinner and about ⅓ lighter with no loss of strength.

The lighter frame means a heavier pay load. What's more, High Strength Steel has higher fatigue strength and greater resistance to atmospheric corrosion, abrasion, and impact than carbon steel. These bodies stay on the job longer with less maintenance. And because they are *steel* bodies, they have the ruggedness that only *steel* provides for hard fleet service.

United States Steel produces three brands of High Strength Steel—COR-TEN, MAN-TEN, and TRI-TEN—each has characteristics ideal for specific applications in trucks. USS "T-1" Constructional Alloy Steel and USS Stainless Steel are also used for special advantages in fleet equipment.

Check with your equipment supplier about how these steels can help your trucking operations.

USS Cor-Ten, Man-Ten, Tri-Ten, and "T-1" are registered trademarks

United States Steel Corporation - Pittsburgh
American Steel & Wire - Cleveland
Columbia-Geneva Steel - San Francisco
Tennessee Coal & Iron - Fairfield, Alabama
United States Steel Supply - Warehouse Distributors
United States Steel Export Company

USS **United States Steel**

Worn-out tires can sink your profits!

Don't let 'em talk you out of

SUPER RAYON CORD TIRES

and their

PREMIUM STRENGTH +++

Premium strength

Today's new Super Rayon cord is far stronger than a tire cord has to be—pound for pound, it's strong as steel! It's a vastly improved cord. 50% stronger than rayon used to be. New Super Rayon—super rugged cord!

+ long runs

14 to 26% longer runs with Super Rayon cord tires are shown by actual driving tests. Rayon clings to rubber tight, flexes right, resists shrinking and stretching. Stability means less strain on rubber, longer wear!

+ retread economy

Fewer steps are needed in retreading, because Super Rayon is more dimensionally stable under heat. Less special treatment means important retread economies. That can *really* add up for you as a fleet operator.

Insist on Super Rayon satisfaction with low-operating costs!

AVISCO TIRE RAYON

American Viscose Corporation, 350 Fifth Avenue, New York 1, N. Y.

VICTOR

GASKETS • OIL SEALS • PACKINGS

You can't take chances with oil seals... that's why we buy from the Victor Jobber

Pay loads for fleet owners can turn into losses quickly when brakes give trouble. Too often, neglected, leaky oil seals are at fault. That's why progressive service shops always replace seals on brake jobs—always check them carefully when greasing wheels.

It's equally important that you insist on Original Equipment Quality seals—seals you know are made to factory specifications or better. The place to get them with "Johnny-on-the-spot" service is your Victor Jobber.

On oil seals as on gaskets your Victor Jobber serves you with the 100% complete Victor line. He's equipped with best catalog service—the famous Victor Gasket and Oil Seal Guides—and with accurately marked stock he gives you exactly what you need for every job.

Victor Manufacturing & Gasket Co.
P.O. Box 1333, Chicago 90, Ill.
Canadian Plant: St. Thomas, Ont.

VICTOR
GASKETS • OIL SEALS • PACKINGS

The 100% Coverage Line...for Cars, Trucks, Tractors, Stationary Engines

LPG Outlets . . .

Continued from page 102

city limits—Hwy 6, B. Plt., 8am-6pm, Clsd. Sun. & Hol., P & M, *Phone 3201*

Lone Pine, Lone Pine Gas Co., on Hwys 395 & 6—just N. of town, B. Plt., 8am-6pm, P & M, Pro., Min., *Phone 4912, Aft. Hrs. 3312*

Long Beach, Oakford Gas & Appliance Corp., 5344 Cherry Ave., S. S., 7am-6:30pm, Sat. 7:30am-5:30pm, Clsd. Sun. & Hol., P & M, Pro., B-P Mix, *Phone GArfield 3-5451*

Los Angeles, 330 Alameda Service, 330 Alameda, S. S., 24 Hrs., P & M, B-P Mix, Lube., *Phone Mutual 2316*

Los Angeles, Algas Fuel Service Inc., in Los Angeles near Vernon, S. S., 7am-6pm, Sat 8am-1pm, P & M, Pro., B-P Mix, Lube., Min., *Phone LU 7-9275*

Los Angeles, Gordon Duff Inc., 2055 S. Sepulveda Blvd.—State Hwy 7, B. Plt., 8am-5pm, Sat. 8am-12noon, P & M, Pro., B-P Mix, *Phone GRanite 7-1234*

Los Angeles, Los Angeles Truck Terminal, 901 S. Alameda St., B. Plt., S. S., 24 Hrs., P & M, B-P Mix, Lube., *Phone Van Dyke 2130*

Los Angeles, Metrogas Service, 935 Wilson St., B. Plt., 6am-6pm, Sat. 6am-12noon, Clsd. Sun., P & M, Pro., B-P Mix, *Phone Trinity 6846*

Los Angeles, Paul's Richfield Truck & Auto, 1625-55 S. Alameda, ½ Mi. S. of Hollywood & Santa Ana Freeway, S. S., 24 Hrs., P & M, B-P Mix, Lube., Min., *Phone RIchmond 7-4265*

Los Banos, Lorensen Butane Propane Service, in city limits W. Hwy 152 near airport, B. Plt., 8am-5pm, P & M, Pro., Butn., *Phone 4515*

Los Banos, Max L. Rouff & Co., 1335 Pacheco Hwy, B. Plt., S. S., 7am-6pm, P & M, Pro., Butn., B-P Mix, *Phone 5005*

Los Gatos, Rural Gas & Appliance Co., B. Plt., 8am-6pm, P & M, Pro., B-P Mix, *Phone EL 4-9603*

Lytle Creek, L. C. Gas & Appliance, Lytle Creek Rd. near U.S post office, B. Plt., 6am-8pm, P & M, Pro., *Phone TUrner 9-2592*

Madera, Madera Butane Co., 1 Mi. N. of Madera on Hwy 99, S. S., 7am-7pm, Clsd. Sun., P & M, B-P Mix, Lube., Min., *Phone ORchard 4-3202 or ORchard 4-6123*

Madera, Martinoil Co., Hwy 99—12 Mi. N. of Madera, S. S., 24 Hrs., P & M, Butn., Lube., Min.

Madera, Petrolane Gas Service, 929 S. "E" St., B. Plt., 8am-5pm, P & M, Pro., *Phone ORchard 4-3597*

Malibu, Imperial Gas Co., 3728 S. Topanga Blvd.—¾ Mi. off Pacific Coast Hwy, B. Plt., 8am-4:30pm, Sat. 8am-12noon, Clsd. Sun. Hol., P & M, Pro., *Phone Globe 6-2131*

Mariposa, Mariposa L. P. Gas Service, corner of 5th & Charles, B. Plt., 8am-5pm, P & M, Pro., *Phone PH 2452 or PH 4005*

Mariposa, Vangas, in town on Hwy 140, B. Plt., 8am-5pm, Pump, Pro., Butn., B-P Mix, *Phone 2879*

Martell, Mother Lode Maco Gas Co., 2 Mi. N. of Jackson at intersection of State Hwys 88 & 49, B. Plt., 8am-5pm, Clsd. Sun. & Hol., P & M, Pro., *Phone Jackson 474*

Marysville, Marysville Truck Service, 2 Mi. S.E. of Marysville, Frontage Rd. U S Hwy 99E, S. S., 24 Hrs., P & M, Butn., Maj., *Phone SHerwood 2-0022*

Marysville, TideWater Assoc. Service, 2 Mi. S.—Hwy 99E, S. S., 24 Hrs., P & M, B-P Mix, Lube.

Marysville, Town & Country Gas Co., old Hwy 99E—1 Mi. S. Marysville at Hammonton Rd., B. Plt., 8am-6pm, P & M, Pro., B-P Mix, *Phone SH 3-3976, Aft. Hrs. SH 2-1010 or SH 2-5496*

Mendota, Vangas, Hwy 33—S. of town, S. S., 8am-5pm, P & M, B-P Mix, *Phone OLiver 5-4268*

Merced, Service Oil & Butane Co., 1 block off Hwy 99 on Yosemite Parkway All Year Hwy, B. Plt., 8am-5pm, P & M, Pro., B-P Mix, Min., *Phone RA 2-6124 or RA 2-9540*

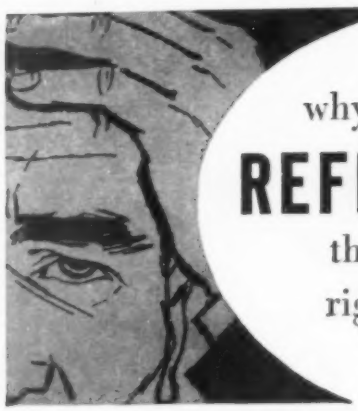
Merced, Mer-Cal Butane Co., 1948 N. Hwy 99—2 Mi. N. of Merced on Hwy 99, B. Plt., 8am-5pm, P & M, Pro., Butn., *Phone RA 2-2493*

Merced, Vangas, S. of town on El Nido Hwy, B. Plt., 8am-5pm, P & M, Pro., Butn., B-P Mix, *Phone RAndolph 2-5661*

Meridian, Meridian Motors, in town at 4th & Hwy 20, B. Plt., 7am-6pm, Clsd. Sun., P & M, Pro., Butn., *Phone MYrtle 6-2627*

Modesto, Annan's, 731 "B" St.—1 block

Continued on page 112



why limp along with

REFRIGERATION

that can never be right for your job

It makes no difference what you haul, COLDMOBILE supplies refrigeration that's *customized* to your exact needs . . . yet this built-for-the-job superior performance is a bonus that costs you nothing. The entire line of new COLDMOBILE models—for city deliveries and over-the-road—is designed with *you* in mind, to provide needed variety in specifications to best serve each specific requirement.

YOU'LL CUT COSTS WITH COLDMOBILE

Just tell us what you're going to haul and how and where you'll haul it. You'll find our recommendations right on the button for maximum-money saving endurance, performance. COLDMOBILE has come a long way in pioneering transport refrigeration, and you're sure to agree the moment you see today's compact, weight-saving new models. Phone or write for complete information and COLDMOBILE aid in cost-cutting selection.

Model TN-320 COLDMOBILE "Cross Country," an unusually clean-cut and simplified design for semi-trailer application. This is but one of the many new COLDMOBILE units with the new look and new features throughout.

UNARCO®

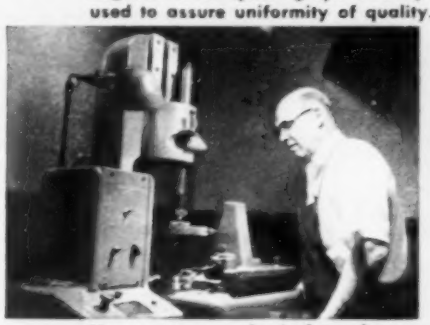
Specialists in the Protection of Perishables

Coldmobile

DIVISION OF UNION ASBESTOS & RUBBER COMPANY

2900 W. Vermont Street, Blue Island, Illinois. Chicago Phone: INterocean 8-7272

1 The buyer of a Continental "S" assembly receives full benefit of the advanced practices which maintain quality in new engines. Here spectrographic analysis is used to assure uniformity of quality.



2 Here gears are checked to plus-or-minus .0003, on the involute checker, while results are recorded on a continuous chart.

3 Live steam under high pressure removes all foreign matter from inside engine block.

4 End play is checked, and all lines are oil tested, just as in new engine assembly. Then bearing caps, cylinder heads, gear covers, and filler blocks are all torqued to specifications.

CONTINENTAL

"S" Assemblies Cut Costly Down-Time

•

Every model in Continental's broad line of transportation engines is now available in "S" Assembly form—basic engine complete with cylinder-and-block assembly, oil pan, cylinder head, piston and valve assemblies, crankshaft, camshaft, gear cover, bearings and caps, crank and cam gears, and front end plate, fully assembled and torqued to specifications, ready to drop under the hood in an absolute minimum of time . . . An "S" Assembly usually costs less than the full overhaul it supplants, but the clinching point in its favor is the saving it effects in costly time out of use. Whether you operate a single unit or a fleet, it will pay you to investigate. Write for information.

•

CONTINENTAL MOTORS · AMERICA'S STANDARD · Powerful as the Nation

5 After final inspection, the "S" assembly is coated with a preservative and encased in a polyethylene bag ready for shipment.

Continental Motors Corporation

MUSKEGON • MICHIGAN

E. W. Huber, Executive Vice-President, Huber & Huber Motor Express, Inc., Louisville, Kentucky

"Our Lo-Levels have proved themselves on the road"

There's
MILES
of difference between
"new" level floor designs
...and a road proved
brand name

specify **LO-LEVEL** by **TRAILMOBILE**

Mr. Huber says . . ."We think our Lo-Levels are great, for we've just clocked-up eight months of trouble-free service with 30 of them. And, we are equally pleased with the performance of the Trailmobile tandem.

"Of course, Lo-Level's straight floor loading advantages have very real meaning to our customers, who consistently request these high capacity units. One particular customer, a rug shipper, will not accept drop frames at all—for obvious reasons.

"Our Lo-Levels are ideal for skidded freight, too. We can quickly, efficiently fork-load the full length of the trailer, and there's no "rasslin'" freight at the front.

"Even our drivers praise them. They say Lo-Levels pull more easily, and we credit that to the streamlining afforded by the horizontal-corrugated side panels."

TR-708

TRAILMOBILE INC.

CINCINNATI 9, OHIO • SPRINGFIELD, MISSOURI • LONGVIEW, TEXAS • BERKELEY 10, CALIFORNIA

Here are a few of the 30 Lo-Level vans operated by Huber & Huber. Note how the company name is effectively displayed on the smooth horizontal-corrugated sides.

DIVCO

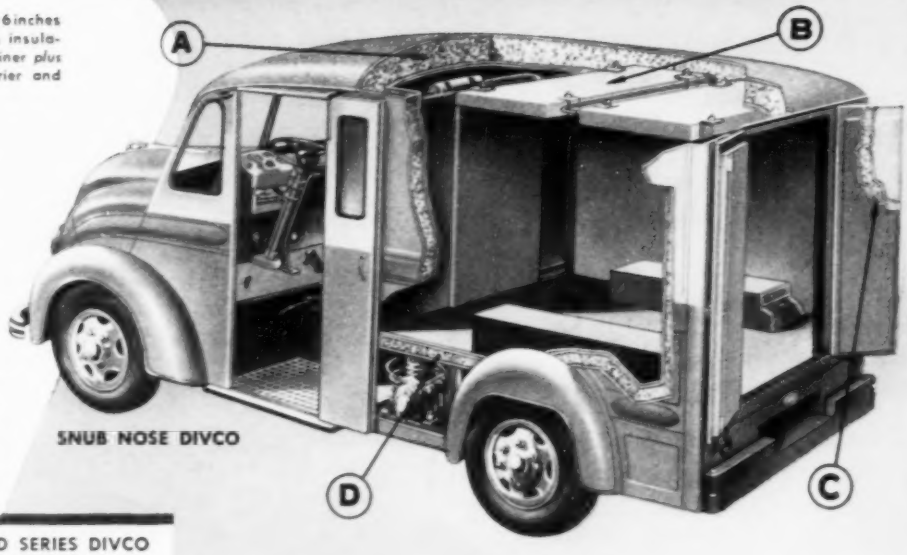
Offers You Refrigerated and Insulated Multi-Stop Delivery Trucks for Every Need!

A CEILING—Approximately 6 inches of SUPER-FINE fiberglass insulation *plus* waterproof plywood liner *plus* specially treated moisture barrier and galvanized liner.

B HOLDOVER PLATES—Specially positioned for maximum cooling efficiency and greatest cargo space.

C DOORS — Warp-proof sheet steel stampings with fiberglass insulation; no inside-to-outside metal contacts.

D FLOOR—Non-Moisture absorbent STYROFOAM insulation, over steel subfloor, is lapped, sealed, and covered with a specially treated moisture barrier. Heavy steel plates are then installed to form a waterproof pan-shaped floor.



SNUB NOSE DIVCO

DIVIDEND SERIES DIVCO

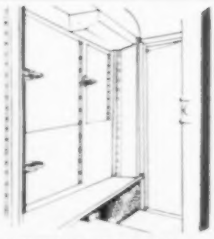
Dividend Specially Equipped for Frozen Food or Ice Cream Wholesale Delivery

Whatever your need in refrigerated and insulated multi-stop delivery trucks, there's a dependable DIVCO scientifically engineered to keep your cargoes cooler — provide greater capacity — increase convenience for drivers—operate more economically—and give many added years of service. Choice of ammonia or freon refrigeration systems—five different wheelbases—a wide range of load capacities—both snub nose and forward control models. Factory installation saves 450 to 1,000 lbs. over usual methods. Contact your DIVCO Distributor now.

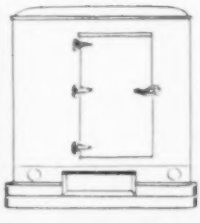
SOME OF THE MANY DOOR ARRANGEMENT OPTIONS ON DIVCOS

TWIN SLIDING BULKHEAD DOORS

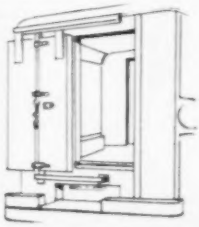
HALF WIDTH SLIDING DOOR



BULKHEAD DUTCH DOORS



SINGLE HINGED DOOR



REAR SLIDING DOOR

DIVCO TRUCK DIVISION • Divco-Wayne Corporation • DETROIT 5, MICHIGAN

For best results under high

Wagner Lockheed ... *the best*

LOCKHEED HYDRAULIC BRAKE PARTS, FLUID and BRAKE LINING • AIR HORNS • AIR BRAKES • TACHOGRAPHS

braking temperatures...

Wagner® Lockheed

HEAVY DUTY BRAKE LINING

is engineered to function efficiently even under today's severe braking requirements

You'll like the way new Wagner Lockheed Brake Lining resists heat without appreciable loss of friction and wearing qualities.

This heavy-duty lining is engineered to meet the rigid demands of modern over-the-road driving. It is unsurpassed for quick, safe, smooth stops.

YOU'LL LIKE the LONG WEARING QUALITIES of Wagner Lockheed Brake Lining. It wears slowly and evenly, and brakes require fewer adjustments even though subjected to heavy-duty service under severe driving conditions.

UNIFORM IN DENSITY, composition and frictional qualities throughout its entire service thickness... this top-quality lining will not compress, absorb moisture, or deteriorate with age. Contains no harmful materials to damage drums.

WAGNER LOCKHEED LINING and BLOCKS are available in hundreds of sets; and slabs are made in combinations of radius, thickness and width for application on practically every heavy-duty vehicle brake.

You can benefit, too, by buying all your brake service needs—Wagner Lockheed Hydraulic Brake Parts, Fluid and Lining—from one dependable source.

Remember, safe brakes protect lives.

WB58-2

EXCHANGE SHOE SETS

...relined with Wagner approved lining—riveted or bonded—save you time and money. For details on complete line—including Wagner Lockheed Brake Parts and Fluid—write for Catalog AU-500.

Wagner Electric Corporation
6480 PLYMOUTH AVENUE, ST. LOUIS 14, MO., U. S. A.
(Branches in principal cities in U. S. and in Canada)

Please mail us a FREE copy of Catalog AU-500 on the Wagner line of Hydraulic Brake Products.

NAME_____

FIRM NAME_____

ADDRESS_____

CITY & STATE_____

known name in brake service

ELECTRIC MOTORS • TRANSFORMERS • INDUSTRIAL BRAKES

LPG Outlets . . .

Continued from page 106

W. of Hwy 99 on "B" St., S. S., 8am-5pm, Clsd. Sun & Hol., P & M, B-P Mix, *Phone LAmbert 3-2631*

Modesto, Richfield Truck Service, 536 S. US Hwy 99, S. S., 24 Hrs., P & M, B-P Mix, Lube., Min.

Modesto, Vangas, Hwy 99—S. edge of town, B. Plt., 8am-5pm, P & M, Pro., Butn., B-P Mix, *Phone LAmbert 2-5271*

Monterey, Vangas, 490 Alvarado, B. Plt., 8am-5pm, P & M, Pro., Butn., B-P Mix, *Phone FRontier 2-7474*

Monterey, Van Horn Butane Service, 2240 Del Monte Ave., B. Plt., 8am-5pm, P & M, Pro., Butn., B-P Mix, *Phone FR 2-7474*

Montalvo, H. G. Shoemaker & Sons Chevron Station, US Hwy 101—midway between Ventura & Oxnard, S. S., 24 Hrs., P. & M., Pro., B-P Mix, Lube., Min., Maj., *Phone MIller 2-2437*

Morgan Hill, Paradise Valley Gas Service, S. Monterey Hwy—Hwy 101, B. Plt., 8am-5pm, Pump, B-P Mix, *Phone 8-2524*

Morro Bay, Garden City Gas Service, 317 W. Fifth St., B. Plt., 9am-5pm, P & M, Pro., *Phone LI 3-8305*

Mountain View, Garcia Butane Corp., 126 San Antonio Rd.—half-way between US Hwy 101 & US Hwy 101 By-pass, S. S., 7:30am-5:30pm, Sat. 7:30am-12noon, Clsd. Sun., P & M, Pro., Min., *Phone WHitecliff 8-4666*

Mount Shasta, D. A. Sheldon & Sons, Inc., 110 W. Lake St., B. Plt., 8am-6pm, Clsd. Sun. & Hol., P & M, Pro., *Phone WAlnut 6-4557*

Needles, Suburban Gas Service of Needles, near RR station—¼ Mi. N.W. Hwy 66, B. Plt., 8am-5pm, Sat. 8am-12m, Clsd. Sun. & Hol., Pump, Pro., *Phone EAstgate 6-3332*

Nevada City, Glenbrook Gas Co., on State Hwy 20 & 49—2 Mi. W. of city, B. Plt., S. S., 8am-5pm, Sat. 8am-12 noon, P & M, Pro., B-P Mix, Min., *Phone 605 or 355*

Norwalk, Paul Glazier Chevron Service, corner of Firestone Blvd. & Imperial Hwy—11421 Firestone Blvd., S. S., 24 Hrs., P & M, Pro., B-P Mix, Lube., Maj., *Phone UNiversity 4-9056*

Oakdale, Utility Butane Corp., Hwy 120 1 Mi. E. of Oakdale, S. S., 7am-8pm, P & M, B-P Mix, Lube., Min. Maj., *Phone 2665 or 4191*

Oakland, Electric Service Co., 643 E. 8th St., S. S., 8am-5pm, Min., Maj., *Phone TEmplebar 4-9944*

Oceanside, Trailer Gas Service, 1851 S. Hill St., B. Plt., 24 Hrs., P & M, Pro., *Phone SA 2-4019*

Ontario, Gebbie Bros. Inc., 4722 Mission Blvd.—US Hwy Rt. 60, B. Plt., 8am-6pm, Clsd. Sun., P & M, Pro., *Phone LY 9-3586*

Ontario, Oakford Gas & Appliance Corp., 1240 W. Holt St., B. Plt., 8am-5pm, P & M, Pro., *Phone YUkon 6-4157*

Orleans, Trinity River Gas Inc., Hwy 96, S. S., 8am-6pm, Clsd. Sun. & Hol., P & M, Pro., *Phone 7532*

Oroville, Adams Butane Service, 1 Mi. W. of Orville on the Chico Rd. (State Hwy), B. Plt., 7:30am-5:30pm, Clsd. Sun. & Hol., P & M, Pro., B-P Mix, *Phone LE 3-4108*

Oroville, Cal-Central Liq. Gas Co., 2470 Myers St.—corner of Oroville Dam Blvd. & Myers St., B. Plt., 8am-5pm, Pump, Pro., *Phone LE 3-4942*

Oxnard, American Butane Co. Inc., Wagon Wheel Industrial District—Jct. Hwy 101 & Hwy 101-A, B. Plt., 8am-5pm, Clsd. Sun. & Hol., P & M, Pro.

Palmdale, Imperial Gas Co., 710 E. Ave. Q-7, B. Plt., 8am-5pm, Clsd. Sun & Hol., Pump, Pro., *Phone WIndsor 7-4162*

Palmdale, Propane Gas Service Co. Inc., 34500 N. Sierra Hwy—State Hwy 6—6 Mi. S. of Palmdale, B. Plt., 8am-6pm, Clsd. Sun., P. & M, Pro., Butn., *Phone WIndsor 7-4161*

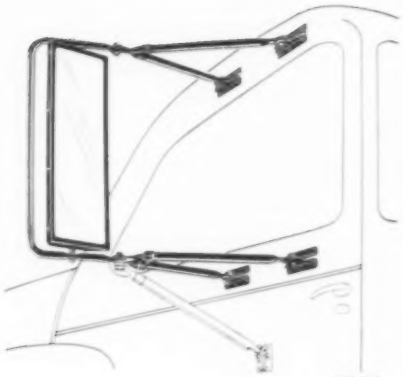
Palm Springs, Gebbies & Kliebe Desert Butane, Hwy 66-355-111—2 Mi. E. of Palm Springs, B. Plt., 7am-7pm, P & M, Pro., Butn., B-P Mix, *Phone 5246*

Paradise, Paradise Gas Service, B. Plt., 8am-6pm, P & M, Pro., *Phone TRinity 7-2295*

Paramount, Propane Sales & Service, 6526 E. Olive—1 Mi. W. of Paramount—½ Mi. E. of Compton—N. of Long Beach, B. Plt., S. S., 7:30am-6pm, Clsd. Sun. & Hol., P & M, Pro., Min., *Phone MEtcalf 3-2689*

Continued on page 118

for greater safety



KD 71

K-D engineers improve Jumbo truck mirror

fold-back clearance

head turns thru arm

stronger

less vibration

head protected

Added hinged arm, reenforced by inner tubing, folds inside fender and body line *without changing head-to-hinged arm adjustment*. Complies with State specifications. Four two-piece telescoping arms provide in and out, forward and rear adjustments. *Strengthened* . . . reduced vibration for steadier vision; *longer life* for protected head. Replaceable, gasketed, cushioned silvered 6½" x 16¾" plate glass. Black enamel finish . . . bolts, nuts and head spacers cadmium plated.

The Complete Line KD 71 is the largest of K-D's mirrors . . . another important part of K-D's single-source-service of essential automotive Saftee Products.

K-D LAMP COMPANY

1910 ELM STREET • CINCINNATI 10, OHIO

WAREHOUSES: ATLANTA - BOSTON - CHARLOTTE - CHICAGO DALLAS - KANSAS CITY - LOS ANGELES - MEMPHIS - MINNEAPOLIS NEW YORK - PHILADELPHIA - SAN FRANCISCO - SEATTLE - TORONTO

THE COMPLETE LINE · SAFTEE PRODUCTS

AMERICA'S LOWEST PRICE HARDTOP—PLYMOUTH!

It's a tough problem for any fleet buyer. You want an advanced car that reflects your company's personality, but you want to hold your fleet costs down.

Plymouth's solution is a car that, to begin with, costs more to build—because so much more value is built into every Plymouth. Value like revolutionary Torsion-Aire Ride, the world's smoothest. Plus surer-stopping, longer-lasting Total-Contact Brakes. Plus by far the biggest windshield, biggest trunk, and most over-all roominess and driver comfort in Plymouth's field.

Yet this glamorous 2-door Savoy Hardtop (above) actually costs you less to buy! It's the *lowest* priced hardtop in the low-price 3, listing for $104 less than one competitive hardtop, $49 less than the other. Even under top-of-the-line 4-door sedans!

This bold beauty will also snap up salesmen's morale—rub off confidence on customers and prospects. It should turn in low "expense accounts" for gas, maintenance, minor repairs. And it promises to return more at resale.

Better see your Plymouth dealer today!

Why take less! Why pay more! Get **Plymouth**

NO PLACE FOR
AN AXLE FAILURE!
There's EXTRA SAFETY in their EXTRA STRENGTH
US®
AXLE SHAFTS
For pleasure or commercial driving—light cars or heavy loads —U.S. AXLES' extra safety saves lives, cargoes, equipment, lost time, and cold hard cash.
Shot-peening, the hardening process that makes heat-treated, fine alloy steel tougher . . . (up to 5 times tougher by actual tests) assures greater endurance, longer life and dependability. U.S. AXLE SHAFTS, duplicates of original equipment, are providing this extra safety for more and more vehicles every day. It will pay you to make U.S. AXLE your source for axle shafts.
Depend on your U.S. AXLE JOBBER. He has the exact axle shafts to fit your needs.
SHOT-PEENED to make them up to 5 TIMES TOUGHER
WRITE FOR FREE VALUABLE GUIDE
"Causes and Prevention of Axle Shaft Failures"
THE US AXLE COMPANY, INC.
Since 1920 • Pottstown, Pennsylvania
"THE WORLD TURNS ON U. S. AXLES"
U.S. AXLES

What will it take to get you to clip the coupon below?

WILL THIS DO THE TRICK?

FLEET OWNERS AGREE THAT VX-6 CUTS BATTERY FAILURES

400% AND MORE-!

Some of them have *never* had a battery failure since using VX-6

Get All-Weather Starting—*Guaranteed*

At 40° below or 160° above—*always*

Fleet owners are a pretty tough bunch. They don't go for pretty words and fancy fads. So when many of them refuse to let a car, truck or cab operate without the protection of VX-6 in their batteries, it's proved itself in the toughest tests for the toughest audience in the toughest weather.

You'll read letters of commendation from fleet owners who don't usually sit down and write to their own mothers. You'll discover facts about VX-6 that will make you realize that your fleet is operating on a rabbit's foot for luck if it isn't protected by VX-6.

You'll receive a full XV-6 kit on request without obligation of any kind if you mail the coupon below.

Remember! VX-6 has been tested and proved in the roughest weather, in the toughest conditions by fleet owners and mechanics who have to be shown. In tens of thousands of tests all over this continent and on all kinds of cars, trucks, buses and boats, VX-6 provides GUARANTEED protection against heat as high as 160°, freeze as low as 40° below zero, and even against months of dead storage. It provides all-weather starting, 25% brighter lights, increased battery power output and greater safety. It is used by many of the largest corporations and fleet owners in America.

U. S. Navy
U. S. Airforce
Edison Co.
Police Depts.
Famous Airlines
Johns Manville
etc.

ORIGINAL LETTERS

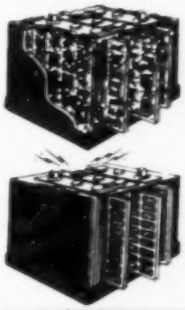
AVAILABLE ON REQUEST

NATIONAL MOVERS, WASHINGTON, D.C. . . . used VX-6 for last few years. 300% longer battery life. Better road lights.

IMPERIAL BATTERY MFG. CO., MIAMI, FLORIDA. . . . used VX-6 in thousands of our premium batteries during last five years.

Canada Dry
Kirkland Lake, Ontario
Canada
On a recent visit to the States I picked up six packages of your VX-6 to try it out on our trucks which sometimes operate in temperatures as low as 50 below, and we have had excellent results.

WHEELER BOAT YARDS. . . . When we heard U.S. Navy, the Coast Guard and Marine Police were using non-acid electrolyte in marine batteries, we did same.



CHEMICAL RE-CHARGING

WHILE DRIVING ON THE ROAD

Look at the batteries in your fleet. Many of them probably have green sulphation. *This is the cause of three out of four battery failures!* With VX-6, you dissolve harmful sulphation, restore and activate batteries, protect against failure and add new life to the electrical system of your car.

You avoid breakdown, stalling, wasted time and expensive repairs. *The free sample we send you will prove this.*

No More lost time and expense

"Our equipment starts outdoors all the time . . . in cold as low as 30 below zero. Yet we get instant starts every time thanks to VX-6."
Peter Haney, Sussex Lumber Co.

"This big fleet keeps moving every day. No time lost because of battery failure. Sure starting every time with VX-6."
Leslie Harrington, Maintenance Manager

Get your FREE SAMPLE

NATIONAL DYNAMICS, Dept. DE-27, 220 East 23rd St., New York 10, N.Y.

☐ Send me without charge or obligation a free sample of VX-6, and further details.
(Write on your firm letterhead)

NAME _____

ADDRESS _____

CITY _____

ZONE _____ STATE _____

State type and number of vehicles in your fleet.

Off to a Good Start!

. . . because a new set of ACs can save many times their cost in gasoline!

"Let 'er roll!" and you're off to a good start with AC Hot Tip Spark Plugs! Any trucking job . . . coast-to-coast or door-to-door . . . can log a lot more money-making miles with the added economy of AC *Commercial* Spark Plugs.

The exclusive AC "Hot Tip" feature burns away combustion deposits as soon as they can form. This anti-fouling action pays off in faster starting . . . more efficient fuel combustion . . . longer spark plug life.

Put new AC "Hot Tips" in your trucks, and start saving now.

AC SPARK PLUG — THE ELECTRONICS DIVISION OF GENERAL MOTORS

Watch Walt Disney Studios' ZORRO every week on ABC-TV

ACTION *starts with*

AC

HOT TIP
SPARK PLUGS

You Can Get Immediate Delivery On Any Kind Of Volume★Van!

Standard Fruehauf Volume★Vans Like These Are Doing Big Jobs Day After Day As Money-Making Backbones In Many Leading Carriers' Fleets!

1. Drop or straight-frame corrugated aluminum . . . as used by Arkansas Motor Freight Lines, Inc., Fort Smith, Arkansas, to haul paper products and many other commodities.

2. Drop or straight-frame smooth panel aluminum . . . as used by Consolidated Freightways, Inc., Menlo Park, California, for transporting such commodities as men's suits.

3. Drop or straight-frame exterior post aluminum . . . as used by the Geo. F. Alger Company, Detroit, for bigger payloads with business machines and general commodities.

4. Drop or straight-frame smooth panel steel . . . as used by the J. E. Bejin Cartage Company of Detroit for a complete variety of retail products.

5. Drop or straight-frame corrugated steel . . . as used by Security Cartage Company, Ft. Wayne, to transport medicinals and numerous other products of industry.

6. Drop or straight-frame stainless steel . . . as used by Norwalk Truck Lines, Norwalk, Ohio, for cameras, home appliances, and a host of other commercial goods.

7. Drop-frame Western Cubeliners . . . used by Fortier Transportation Company, Fresno, California, for hauling LTL loads in train operation.

8. Straight-frame Western Cubeliners . . . used by Willig Freight Lines, San Francisco, for varied commodities including drug products.

9. All types of open tops . . . including corrugated aluminum, used by Blue Ridge Transfer Co., Galax, Virginia, for glass, furniture.

For Forty-Four Years—More Fruehauf Trailers On The Road Than Any Other Make!

FRUEHAUF TRAILERS

World's Largest Builder of Truck-Trailers

FRUEHAUF TRAILER COMPANY • **10940 Harper Avenue Detroit 32, Michigan**

Send literature at no obligation on units for immediate delivery as circled:

1 2 3 4 5 6 7 8 9

Name _____

Company _____

Address _____

City _____ State _____

LPG Outlets . . .

Continued from page 112

Pasadena, Glotane Corp., 250 N. Altadena Drive, B. Plt., 8am-6pm, Clsd. Sun., P & M, Pro., B-P Mix, Lube., Min., *Phone SYcamore 6-8936*

Paso Robles, Big Wheel Super Service, N. end of city limits, S. S., 24 Hrs., P & M, Butn., B-P Mix, Lube., Min., *Phone 1517*

Paso Robles, Vangas, N. part of town on Hwy 101, B. Plt., 24 Hrs., P & M, Pro., Butn., B-P Mix, *Phone 343*

Patterson, Lyle E. Johnson, on Hwy 33—S. end of Patterson, B. Plt., S. S., 7:30am-5:30pm, Clsd. Sun., P & M, Butn., Lube., Min., Maj., *Phone TYler 2-2381*

Pedley, Pedley Butane Gas Co., ½ Blk. E. of Van Buren Blvd., B. Plt., 8am-6pm, Sun. 9am-4:30pm, P & M, Pro., Butn., *Phone OV 5-5333*

Petaluma, Petaluma Butane Distributors, 423 Wilson St., B. Plt., 8am-6pm, Clsd. Sun., P & M, Pro., Butn., *Phone POrter 2-4073*

Petaluma, South City Service, Hwy 101 & Mt. View Ave., S. S., 24 Hrs., P & M, B-P Mix, Lube., Min., *Phone PO 2-9994*

Placerville, Cedar Grove Gas Co., 10 Mi. E. of Placerville on Hwy 50, B. Plt., 8am-5pm, P & M, Pro., B-P Mix, *Phone NI 4-2385*

Placerville, Placer Gas Co., on Hwy 50—1 Mi. W. of Placerville, S. S., 8am-5:30pm, Clsd. Sat. & Sun., P & M, Pro., *Phone NAtional 2-4664*

Placerville, Vangas, Hwy 50—1 Mi. E. of town, S. S., 24 Hrs., P & M, Pro., Lube., *Phone 385*

Point Arena, Anchor Bay Service Station, State Hwy 1—8 Mi. S. of Point Arena, S. S., 8am-8pm, P & M, Pro., Lube., Min., *Phone TUxedo 4-3419*

Pollock Pines, Cedar Grove Gas Co., Hwy 50—10 Mi. E. of Placerville, B. Plt., 8am-5pm, P & M, Pro., *Phone NI 4-2382*

Pomona, Rollin H. Keister, 805 W. Holt Ave., S. S., 7am-6pm, P & M, Pro., *Phone LYcoming 2-8650*

Porterville, C & R Propane Service, W. Olive St.—next to new Hwy 65 overpass, S. S., 7:30am-5:30pm, P & M, Pro., Butn., Lube., *Phone SU 4-0610 or SU 4-2796, Sun. & Hol. SU 4-7585*

Porterville, Jack Griggs Inc., 1030 E. Date St. on Springville Hwy, B. Plt., 7am-5pm, Clsd. Sun., P & M, Pro., B-P Mix, *Phone SUnset 4-4715*

THE MOST POPULAR TOOLS OF

ELECTRIC

SIZE 5UT ½" DRIVE

This famous I-R nut runner gives you 25% more electric Impactool power. A real multi-purpose tool to ream, tap, drill—do any of 11 multi-purpose jobs. Available with exclusive optional Torsion Bar torque control . . . Ask your Ingersoll-Rand Jobber to demonstrate the amazing 5UT.

18-743

ONLY INGERSOLL-RAND GIVES YOU
5 SIZES IN ELECTRIC IMPACTOOLS
8 SIZES IN AIR TOOLS

Porterville, Weisenberger's Farm Supply Co., 1231 W. Olive, S. S., 7:30am-5:30pm, Clsd. Sun. & Hol., P & M, Butn., B-P Mix (winter), *Phone SU 4-3292*

Portola, Portola Propane Co., US Hwy 40A in city limits, B. Plt., 8am-6pm, Clsd. Sun. & Hol., P & M, Pro., *Phone TEnnyson 2-5133*

Quincy, Feather River Gas, W. edge of town on Hwy 40A, B. Plt., 8am-5pm, Pump, Pro., *Phone 9*

Quincy, Plumes Gas & Appliance Co., Hwy 40A—E. Quincy—2 Mi. from downtown, B. Plt., 8am-6pm, P & M, Pro., *Phone Aft. Hrs. 566*

Ramona, Oakford Gas & Appliance Corp., Escondido Hwy—½ Mi. W. of Ramona, B. Plt., 8am-5pm, P & M, Pro., *Phone 186*

Red Bluff, Red Bluff Truck Terminal, Hwy 99W-S, S. S., 24 Hrs., P & M, Butn., Lube., Min., *Phone 993*

Red Bluff, Schafer Oil Co., 415 Madison St., B. Plt., 8am-5pm, Clsd. Sun. & Hol., P & M, Pro., Butn., B-P Mix, *Phone 111-M*

Redding, Ransome Redding Co., on Hwy 99-50—1 Mi. S. of town, B. Plt., 8am-5pm, Clsd. Sat & Sun., P & M, Pro., *Phone CHestnut 1-1516*

Redding, Redding Propane Co., 446 Hwy 44, B. Plt., 8am-5:30pm, P & M, Pro., *Phone CH 1-3285*

Redding, Richfield Service, Hwy 99 S., S. S., 24 Hrs., P & M, B-P Mix, Lube., *Phone 2566*

Redway, Redwood Propane Co., B. Plt., 8am-6pm., P & M, Pro., *Phone 1968*

Reedley, Vangas, N. edge of town on Manning Ave., B. Plt., 8am-5pm, P. & M, Pro., Butn., B-P Mix, *Phone 505*

Richmond, Imperial Gas Co., Market Ave. & S. P. Railway—San Pablo, Calif., B. Plt., 8am-4:30pm, Sat. 8am-12noon, Clsd. Sun. & Hol., P & M, Pro., *Phone BEacon 5-0784*

Ridgecrest, Desert Liquid Gas Co., 335 Ridgecrest Blvd., B. Plt., 8:30am-5pm, Clsd. Sun. & Hol., P & M, Pro., *Phone 8-3731*

Ridgecrest, Imperial Gas Co., 302 Ridgecrest Blvd., B. Plt., 8am-5pm, Clsd. Sun. & Hol., Pump, Pro., *Phone Ridgecrest 8-3131*

Ridgecrest, Swedish American Gas Co., Sunset Blvd., B. Plt., 8am-6pm, Clsd. Sun., P & M, Pro., Min., *Phone RIdgecrest 8-8031*

Continued on page 123

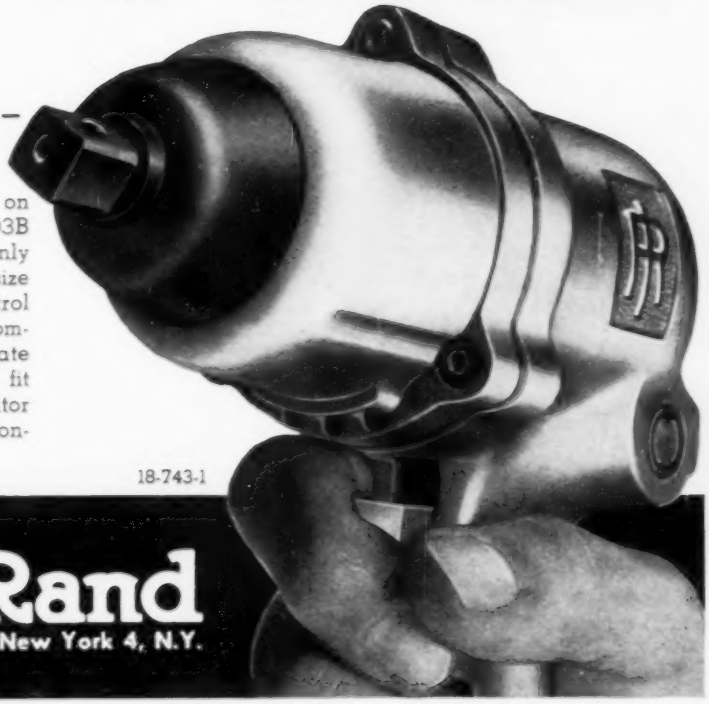
MECHANICS

COAST TO COAST

AIR

SIZE 403B ½" DRIVE

Handle all but the very largest nuts on cars and trucks with the lightweight 403B Impactool. The 403B—which weighs only 5 lbs.—is the most powerful tool of its size—a Select-Air regulator permits control for safe use on small jobs—an air compressor as small as 1½ hp will operate this tool. Compact design lets 403B fit into close quarter jobs, reduces operator fatigue. See your I-R Jobber for a convincing demonstration.



18-743-1

Ingersoll-Rand

11 Broadway, New York 4, N.Y.

New "Jimmy" Diesel.....

gets a big hand!

New GM "71E" Diesel produces lower-cost miles than ever obtained before—now available for any make truck 26,000 GVW and up

You can't fool cost-conscious fleet operators, who often figure mileage costs to the third decimal point. They know when an engine is earning money—and saving money.

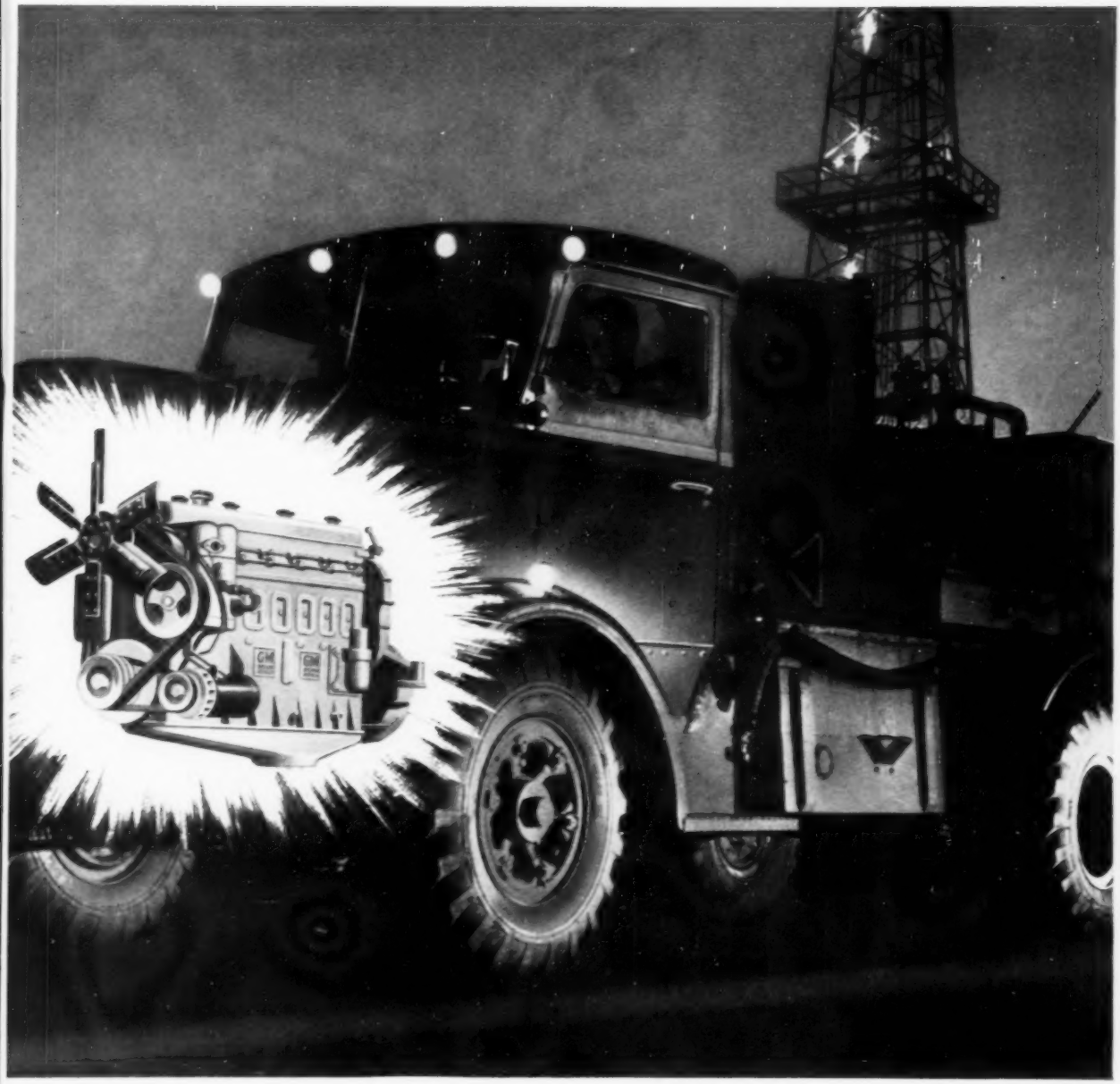
And, in ever-growing numbers, they're learning that this new "E" model of the famed GM 2-cycle Diesel is the most efficient ever built. Its new 4-valve combustion chamber—fed by new, more efficient fuel injectors—squeezes maximum mileage out of every drop.

With its snappy acceleration and reserve torque, this Diesel takes on all comers on tough hill climbs—outperforms them all on the level or at high altitudes. And its lower fuel input per horsepower means extra, trouble-free miles for your fuel dollar.

Want more facts? See your GM Diesel distributor about repowering your present equipment—gasoline or Diesel. When you're in the market for new trucks, ask for this great new GM "71E"* engine.

And if the truck you choose isn't immediately available with a "Jimmy," turn it over to the GM Diesel distributor for a "71E" installation. *You'll be money ahead!*

GM
GENERAL MOTORS
DETROIT DIESEL POWER



Truck and bus engines: "4-71E"—140 h.p.; "6-71E"—210 h.p. New Turbopower models utilize the energy of exhaust gases to deliver even higher power: "4-71T"—171 h.p.; "6-71T"—236 h.p.

Now — more than ever — *it pays to standardize on GM Diesels* — available in 1485 applications of power equipment built by more than 175 manufacturers. Parts and Service *Worldwide*.

GM 1908 · 1958

DETROIT DIESEL

Engine Division of General Motors, Detroit 28, Michigan

In Canada: GENERAL MOTORS DIESEL LIMITED, London, Ontario

Regional Offices: NEW YORK, ATLANTA, DETROIT, CHICAGO, DALLAS, SAN FRANCISCO • Single Engines . . 30 to 364 H.P. Multiple Units . . Up to 893 H.P.

One Pick-up Truck—Bought With **EXTRA PROFITS** from Dayton Thorobred Tires

Sure, tires can provide you with extra profits. Just four Dayton Thorobred equipped rigs, for example, can carry enough extra, revenue-producing payload in one year to pay for a half-ton pick-up truck — about $1,700.*

Reason: Lighter, stronger Dayton Thorobreds save an average of 241 lbs. every trip for *extra* payload. No other tires, even in the premium-price class, can offer you such a tremendous weight-saving advantage . . . such an unbeatable profit opportunity.

In addition, tough original tread runs thousands of extra miles before recapping. And talk about recap-ability!

Excess, heat-producing bulk has been eliminated from the super-strong carcass, so tire-destroying heat is reduced. Result: More dependable recaps than you ever thought possible.

Start with a call to your Dayton Thorobred Distributor to get all the possible profit from your fleet. And to increase the profit potential of new vehicles, specify weight-saving Dayton Thorobreds.

*Figures will be sent on request. Write The Dayton Rubber Co., Tire Division, Dayton 1, Ohio.

A Complete Line of Truck and Passenger Car Tires in Nylon, Super Cordura, and Rayon

Dayton Thorobred Tires

Member, ATA Foundation American Trucking Industry

LPG Outlets . . .

Continued from page 119

Rio Vista, Crosby's Service, on Hwy 12—last intersection before bridge (Sacramento River), S. S., 7am-10pm, P & M, Butn., Lube., *Phone 4-0602*

Rio Dell, Eel River Gas Co., center of Rio Dell shopping district, S. S., 8am-9pm, Clsd. Sun., P & M, Pro., Lube., Min., *Phone ROckwell 4-5854*

Ripon, Kamps Gas Service, 336 W. Main St.—off US Hwy 99, 5 blocks, B. Plt., 8am-5pm, Sat. 8am-12noon, Clsd. Sun., P & M, B-P Mix, Min., *Phone TAlbot 9-2521*

Riverdale, Dorn's Butane Service, Mt. Whitney Ave.—across street from high school, S. S., 8am-6pm, P & M, Pro., B-P Mix, *Phone TO 7-3045*

Riverside, Imperial Gas Co., 7184 Mission Blvd., B. Plt., 8am-5pm, Clsd. Sun. & Hol., Pump, Pro., *Phone OVerland 6-1605*

Riverside, Pedley Butane Gas Co., 8784 Limanite St., B. Plt., 8am-6pm, Sun. 9am-4:30pm, P & M, Pro., Butn., *Phone OVerland 5-5333*

Sacramento, Calif. Liquid Gas Corp., Stockton Blvd. & Lemon Hill Rd.—US Hwy 99—S. of Sacramento, B. Plt., 8am-6pm, Clsd. Sun. & Hol., P & M, Pro., Butn., Min., Maj., *Phone GLadstone 2-2646*

Sacramento, Capital Freight Lines, 4850 Stockton Blvd.—Hwy 50 city limits—6 Mi. from town, S. S., 24 Hrs., P & M, Butn., Lube., Min., Maj., *Phone GLadstone 6-3895*

Sacramento, Imperial Gas Co., 2306 Auburn Blvd., B. Plt., 8am-5pm, Clsd. Sun. & Hol., P & M, Pro., *Phone IVanhoe 7-0223*

Sacramento, Newell's Gas Service, 4401 Auburn Blvd., B. Plt., 8am-5pm, Sat. 8am-12noon, Clsd. Sun. & Hol., P & M, Pro., B-P Mix, *Phone IV 7-1614*

Sacramento, Rotary-Sierra Co., 2308 Auburn Blvd.—turn onto Bell St. from Hwy 40 going N., B. Plt., 8am-5pm, Clsd. Sat. & Sun., P & M, Pro., B-P Mix, Min., *Phone IV 7-8661*

Salinas, Salinas Truck Terminal, 935 Abbott St.—Hwy 101 S., S. S., 24 Hrs., P & M, B-P Mix, Lube., *Phone HA 4-9541*

Salinas, Suburban Gas Service of Salinas, 635 S. Sanborn Rd.—off Hwy 101, B. Plt., 8am-5pm, Sat. 8am-12noon, Clsd. Sun. & Hol., P & M, Pro., Butn., *Phone HA 2-7086*

Salinas, Vangas, Hwy 101—N. of Salinas, B. Plt., 8am-5pm, P & M, Pro., Butn., B-P Mix, *Phone HArrison 4-5191*

San Bernardino, Eureka Southern Gas Service, 4253 Sierra, B. Plt., 8am-5pm, P & M, Pro., *Phone TUrner 2-2810*

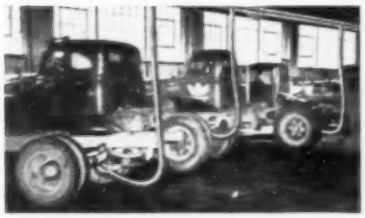
San Diego, San Diego Gas & Appliance Inc., 3720 W. Camino Del Rio Rd., 8am-5pm, Clsd. Sun., P & M, Pro., *Phone CYpress 8-6691*

San Francisco, Ken's Flying "A" Service, Bayshore & Geneva, S. S., 6am-10pm, P & M, Butn., B-P Mix, Lube., Min., *Phone DE 3-2463*

San Fernando, Propane Gas Service Co.,

Continued on page 126

KEEP SICKENING EXHAUST FUMES OUT OF YOUR GARAGE



Now you can have an efficient exhaust removal system, tailored to fit any size shop or type of truck by using standard

NATIONAL EXHAUST REMOVAL KITS

Choose from 6 standard overhead and under floor models that install in present or new buildings. Complete kits include: Motor, blower, ducting, tailpipe adapter and flexible extension tubes plus installation drawings.

Write for illustrated brochure and free planning service.

THE NATIONAL SYSTEM OF GARAGE VENTILATION, INC.
146 W. William Street, Decatur, Illinois

learn the facts

For full information on Tubeless Tire Repair ask for illustrated literature . . . compiled from thousands of repairs — all road tested.

H. B. EGAN MFG. CO.
MUSKOGEE, OKLAHOMA

Laboratory and road tested, CAMEL is the patch to use.

USE EITHER

ELECTRIC VULCANIZER

"positions" tire for (1) tread repairs, (2) shoulder repairs and (3) sidewall repairs. It's tops for cuts and bruise breaks on even the largest "highway" truck tires.

1 FOR A "LIFE-OF-THE-TIRE" REPAIR: From outside fill the hole with soft, flexible tire dough which lubricates any broken cords and seals injury against moisture and dirt.

2 Properly make a hot vulcanizing repair on inside of tubeless tire liner. Result is a safe, sure, lasting repair.

THE SURE . . . SAFE WAY TO *permanently* REPAIR TUBELESS TIRES

CLEANING PARTS WITH INFLAMMABLE LIQUIDS CAN CAUSE DIASTROUS FIRES! KLEER-FLO SOLVES PROBLEMS WITH SAFETY EQUIPMENT AND HIGH FLASH POINT SOLVENTS

Model 30 (less Jet Air Gun) also available

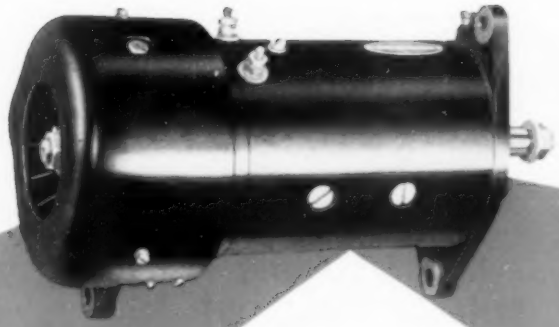
CLEAN AUTOMOTIVE & INDUSTRIAL PARTS
3 WAYS!
1. Continuous Flow Hose
2. Air Agitated Soaking Tank
3. "Super Power" Jet Air Gun
A must in every service shop!

Kleer-Flo SUPER CLEANMASTER MODEL 50

Write for Literature:

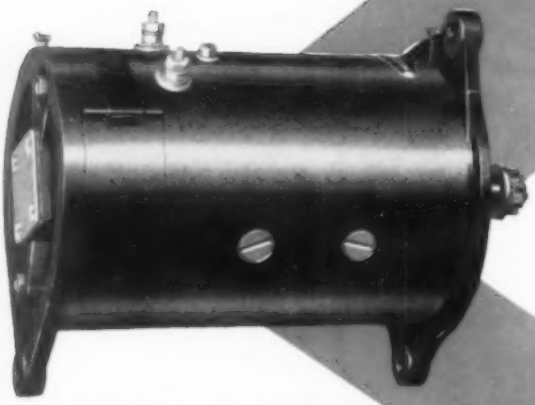
America's Foremost Producer of Parts Cleaning Equipment
PRACTICAL MFG. CO.
2840 4TH AVE. S. • MINNEAPOLIS, MINN.

ONLY DELCO-REMY COVERS



NEW TOTALLY ENCLOSED GENERATORS FOR OFF-THE-ROAD APPLICATIONS

Forced-air cooled for 50% *more* output with *no* increase in size! Splash-proof. Dust-proof. 6-, 12-, 24-volt d.c. models.



FULL LINE OF EXTRA-OUTPUT D.C. GENERATORS FOR MEDIUM- TO HEAVY-DUTY APPLICATIONS

NEW PIGGY-BACK GENERATORS

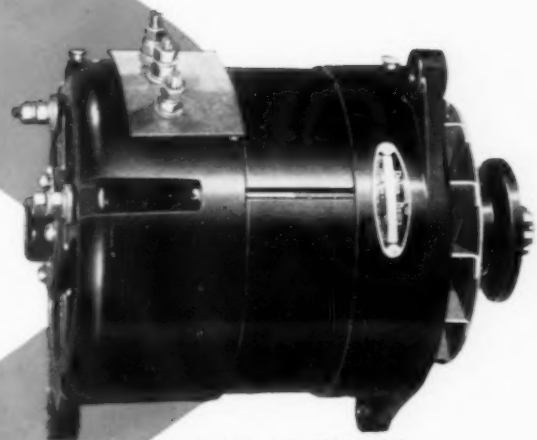
Extra power with economy! Tailored extra output in single voltage systems. You can use *both* 6- and 12-volt d.c. units on the same vehicle.

CHECK THESE EXTRA-DUTY D.C. FEATURES

- Substantial output at engine idle where required
- Greater brush area— better commutation, longer brush life
- Ball bearings at *both* drive and commutator ends
- *Sealed* field coils— impervious to moisture and corrosion
- *Double* insulated armature coils— nylon and cotton
- Hot-impregnated armature for extra insulation
- Dynamically balanced armature
- Wider, heavier brushes— service up to 100,000 miles is common

ALL THE BASES!

The only complete line of both d.c. and a.c. generators—right for your job!



FULL LINE OF A.C. GENERATORS FOR EXTRA-HEAVY ELECTRICAL LOADS

Name your generator need. Better charge at engine idle? More power for the ever-increasing demands of more and more electrical accessories? Lower replacement cost for lighter duty operation?

You name it. Delco-Remy meets it. Delco-Remy, in fact, has the *only* complete line of both d.c. and a.c. generators with matching waterproof regulators to meet every fleet requirement. Whether you haul light loads or heavy loads—off the road, around town, or across the nation—at highway speeds or in creeping traffic—Delco-Remy has the *right* generator to fit your need.

The complete Delco-Remy line brings you this important benefit: When you buy these extra-duty generators through the United Motors System, or from your vehicle dealer, you get the tailored performance you need—at minimum cost.

Specify Delco-Remy extra-duty generators on your new equipment, and for replacement on your present equipment. Only the complete Delco-Remy d.c. and a.c. line covers all the bases to fit every generator need.

CHECK THESE SUPERIOR A.C. FEATURES

- Greater output at engine idle
- Dependable performance at all operating speeds
- *Exclusive* self-regulating current control—*no current regulator or limiter needed*
- *Exclusive* stainless steel slip rings
- Extra-large ball bearings at *both* drive and commutator ends
- Shaft-keyed rotors prevent high torque slippage
- Easy all-around maintenance—positive oiler lubrication

GENERAL MOTORS LEADS THE WAY—STARTING WITH

Delco-Remy

ELECTRICAL SYSTEMS

DELCO-REMY • DIVISION OF GENERAL MOTORS • ANDERSON, INDIANA

LPG Outlets . . .

Continued from page 123

Inc., 1501 Truman St., B. Plt., 8am-5pm, Clsd. Sun., P & M, Pro., *Phone EMpire 1-6258*

Sanger, Vangas, N. edge of city on Academy Ave., B. Plt., 8am-5pm, P & M, Pro., Butn., B-P Mix, *Phone 4373*

Sanger, Williams Butane Co., Academy & North Ave., S. S., 7am-8pm, P & M, Pro.

San Jose, Consolidated Service Station, 1600 S. First St., S. S., 6am-11pm, (July 15 thru Oct. 15, 24 Hrs.) P & M, Butn., Lube., Min., *Phone CYpress 5-3616*

San Jose, Hemphill's Associated Truck Service, 1124 Bayshore Hwy—on San Jose by-pass Hwy 101—2 Mi. N.W. of center of San Jose, S. S., 24 Hrs., P & M, Butn., Lube., Min., *Phone CYpress 5-9959*

San Jose, Hennessey's Butane & Appliances, 2030 S. First St.—on Hwy 101, B. Plt., 8am-6pm, Clsd. Sun., P & M, Pro., Butn., B-P Mix, *Phone CY 3-5676 or CY 3-5677*

San Leandro, Quinn's Truck Service, 705 San Leandro Blvd., S. S., 6am-10pm, Sat., Sun. & Hol. 7am-7pm, P & M, Butn., Lube., Min., *Phone SWeetwood 8-5526*

San Luis Obispo, San Luis Truck Service, old Hwy 101 S., S. S., 24 Hrs., P & M, B-P Mix, Lube., Min., Maj.

San Rafael, McPhail Fuel Co., 526 Francisco Blvd.—Hwy 101—near S. edge of town, B. Plt., 7:30am-4:30pm, Clsd. Sun. & Hol., P & M, Pro., Butn., *Phone GLenwood 3-6070*

Santa Ana, Pioneer Gas Service, Bolsa Ave.—½ block W. of Harbor, B. Plt., 8am-5pm, Pump, Pro., *Phone JEfferson 1-1483*

Santa Ana, Riggan Chevron Service, 1221 E. 1st St.—12 blocks from Main St., S. S., 6am-9pm, Sun. 7am-9pm, P & M, B-P Mix, Lube., Min., *Phone KI 2-8167*

Santa Ana, Suburban Gas Service, 2125 W. 17th St., B. Plt., 8am-5pm, Clsd. Sun. & Hol., P & M, Pro., B-P Mix, *Phone KImberly 2-1171*

Santa Barbara, Algas Fuel Service Inc., 325 N. Salsipuedes St.—2 blocks off Hwy 101—center of town, S. S., 7am-6pm, P & M, B-P Mix, *Phone WOodland 2-8916*

Santa Clara, Alves Butane & Appliances, 1970 Bayshore Hwy, B. Plt., 24 Hrs., P & M, Pro., Butn., *Phone AX 6-0931*

Santa Maria, Garden City Butane Service, 1 Mi. N. of town center, on US Hwy 101—1653 N. Broadway, B. Plt., 8am-5pm, Clsd. Sun. & Hol., P & M, Pro., B-P Mix, *Phone WAlnut 5-5019*

Santa Maria, Metrogas Service, B. Plt., 9am-5pm, P & M, Pro., *Phone WAlnut 5-3340*

Santa Maria, Pacific Motor Service, 1½ Mi. S. of Santa Maria on Hwy 101, S. S., 24 Hrs., P & M, Butn., Lube., Min., Maj., *Phone WAlnut 5-9081*

Santa Rosa, Empire Gas Service, 12 W. College Ave., B. Plt., 8am-5pm, Clsd. Sun., P & M, Pro., *Phone LIberty 2-0833*

Santa Rosa, McPhail Fuel Co., 1265 Wright St., B. Plt., 8am-5pm, Clsd. Sat., Sun. & Hol., P & M, Pro., Butn., *Phone LIberty 5-1282*

Santa Susana, American Butane Co., Main St., B. Plt., 8am-5pm, Pump, Pro., *Phone FIreside 6-1185*

Sierra Flat, J. S. West & Co., Hwy 108—15 Mi. E. of Sonora, B. Plt., 8am-5:30pm, P & M, Pro., *Phone JE 2-7475*

Solvang, Garden City Gas Service, 1675 Laurel Ave., B. Plt., 8am-5pm, Pump, Pro., *Phone San Ynez 4871*

Sonoma, Imperial Gas Co., 248 W. Napa, B. Plt., 8am-5pm, Clsd. Sun. & Hol., Pump, Pro., *Phone WEbster 8-4654*

Sonora, The Sonor J. S. West & Co., across from Fair Grounds as you enter Sonora from the W., B. Plt., 8am-5:30pm, Clsd. Sun., P & M, Pro., *Phone JE 2-7475*

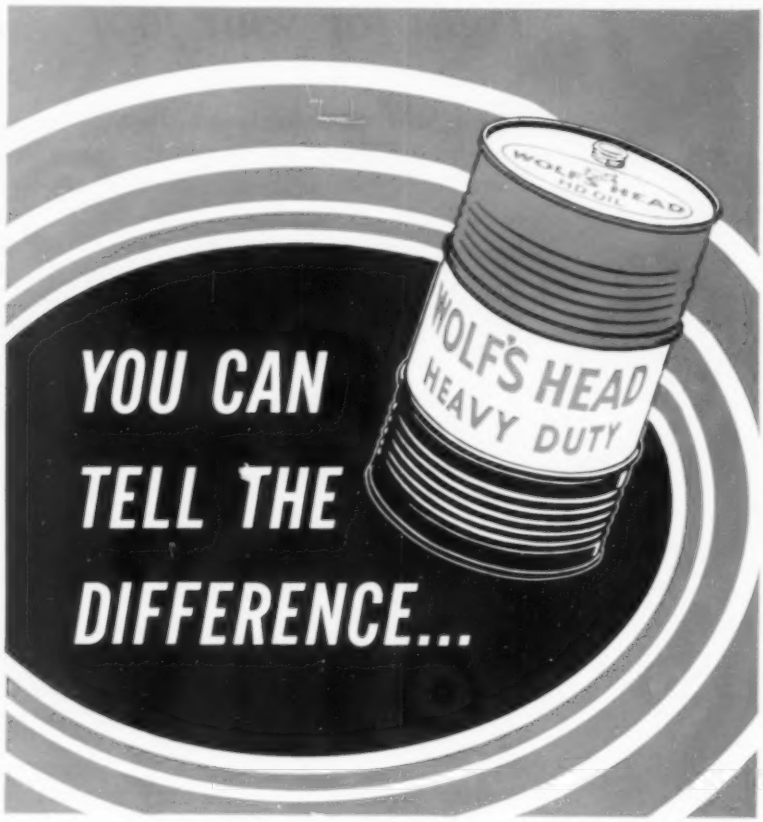
Sonora, Hales & Symons Inc., S. Washington St., B. Plt., 8am-5:30pm, Clsd. Sun. & Hol., P & M, Pro., Butn., *Phone JEfferson 2-7444*

Sonora, Mother Lode Maco Gas Co., 3 Mi. E. of Sonora on Hwy 108, B. Plt., 8am-5pm, Clsd. Sun. & Hol., Pump, Pro., *Phone JEfferson 2-4321*

Soquel, Vangas, Hwy 1 at 41st Ave., B. Plt., 8am-5pm, P & M, Pro., Butn., B-P Mix, *Phone GR 5-4475*

Stockton, Campora Gas & Appliance, Hwy 99 & Mariposa Rd. Jct., B. Plt., 7am-6pm, Sat. 8am-6pm, P & M, Pro., B-P Mix, Min., *Phone HOward 6-8611*

Stockton, Gray's Butane Inc., B. Plt., 8am-6pm, P & M, Pro., B-P Mix, *Phone HOward 3-0651* *Continued on page 131*



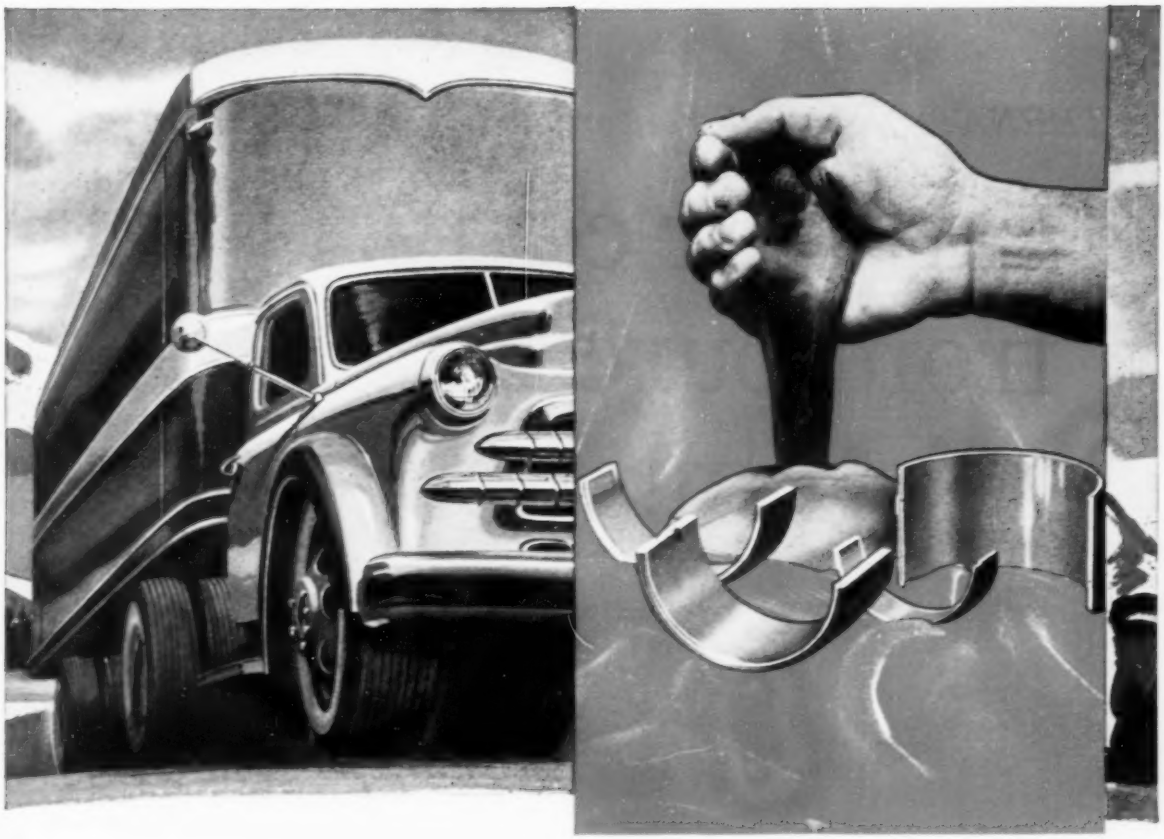
. . . Change to WOLF'S HEAD and you can tell the difference. You can see it in the place where it counts the most . . . your operating costs. With WOLF'S HEAD you'll have lower oil consumption, less "downtime," reduced overhaul and repair costs, longer engine life. It's a *difference* that *counts!* So, give your equipment the *best* lubrication . . . *superior* protection . . . with WOLF'S HEAD, the oil with *Nature's Miracle Molecule*—100% Pure Pennsylvania. It's *refined three important steps beyond* ordinary motor oils and scientifically fortified to clean as it lubricates.

FREE! Laboratory Control Plan

Ask about the Free WOLF'S HEAD Laboratory Control Plan. It can help reduce your operating costs substantially.

WOLF'S HEAD OIL REFINING CO., Inc. • OIL CITY, PA.

100% Pure Pennsylvania Scientifically Fortified — Member, Penna. Grade Crude Oil Association



You get finer heavy-duty performance with Fm copper alloy bearings!

Years of research created the copper-lead powder which builds long, trouble-free mileage into these heavy-duty bearings. We start with a low-carbon steel back for workability, bonding and strength. We add the pure copper-lead lining of sintered metal powder for heavy duty. Then comes the brass barrier adding stability to the bearing lining material. It is followed by a lead-tin overplate for smooth "break in", and finally, a pure tin flash plating for corrosion resistance. All together they mean uniformly high quality road performance in fleet operation—and you can get Fm copper alloy bearings *fast* from your Federal-Mogul Jobber!

BEARING FEDERAL Mogul SERVICE

FEDERAL-MOGUL SERVICE
Division of Federal-Mogul-Bower Bearings, Inc.

INTERNATIONAL Cab-Forward Diesel Trucks

cut your costs from purchase price on!

Here's a new, road-proven advance in short bumper-to-back-of-cab diesel truck design that costs you less from the day you buy till the day you trade.

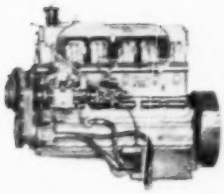
First cost is lower! Truck and engine are all-diesel designed—highly efficient production methods mean savings to you. Check the *low* INTERNATIONAL list prices. Save hundreds of dollars over any comparable diesel truck in its hauling class.

Greater operating economy with bigger payloads! Cummins road-proven NH-180 diesel engine runs a maximum 180 hp. at 2,100 rpm. with sustained maximum usable torque. You get low-stress operation—more fuel mileage and longer engine life. Short BBC allows universal application for longer trailers and high-cube loads in 48 states. The payoff is in 24 hour a day running economy and extra payload profit.

More engine miles! Users experience an average of 300,000 to 400,000 miles before major engine overhaul, then rebuild to new engine quality and run 300,000 miles more. *Important!* You get a 100,000 mile or one-year engine warranty along with one-stop INTERNATIONAL service on both truck and engine at no premium. Nationwide availability of truck and engine parts at local outlets assures service when you want it.

See your nearby INTERNATIONAL Truck Dealer for complete details today!

INTERNATIONAL TRUCKS



INTERNATIONAL model AC-225-D with sleeper cab and Cummins NH-180 diesel engine. 116 in. BBC with four wb's from 134 to 158 in. GCW rating – 68,000 to 76,000 lbs.

You name it...you've got it with diesel-powered INTERNATIONAL Trucks!

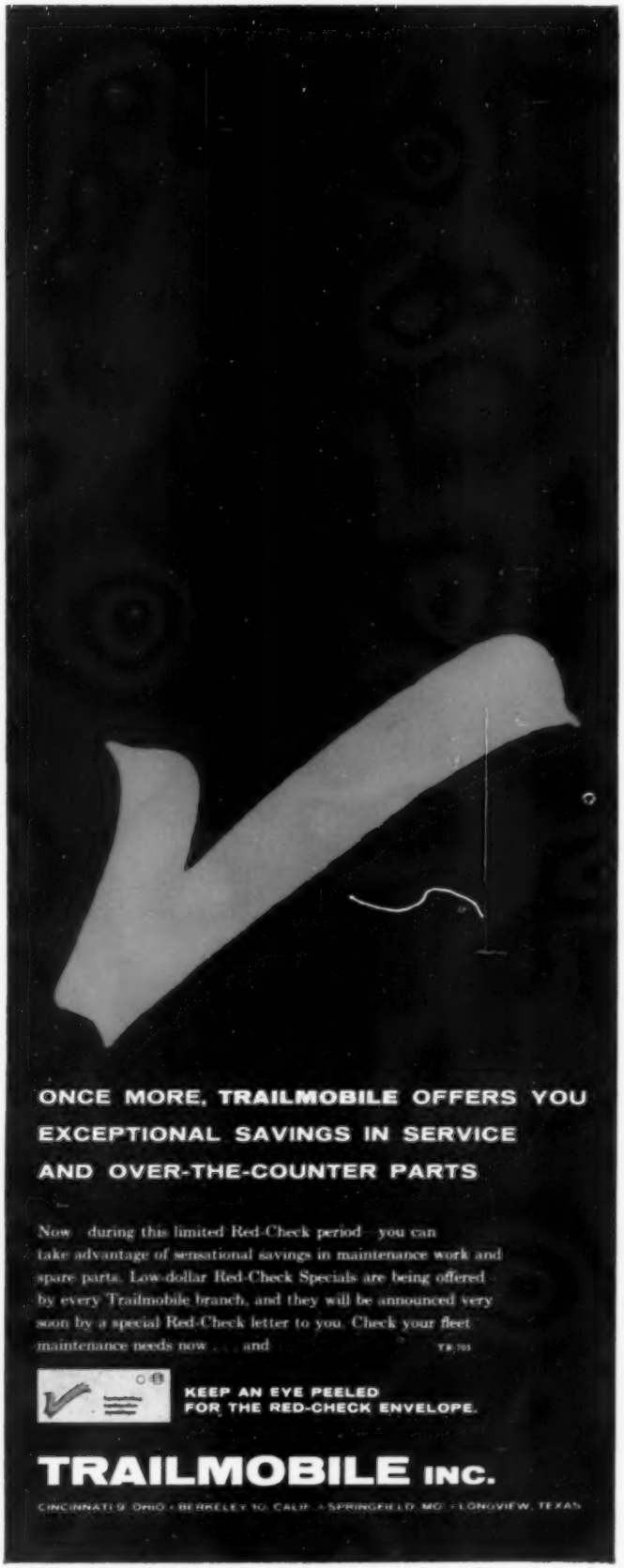
- Conventional, cab-forward or COE models.
- Multi-million-mile "Western" models – proven leaders in premium quality design and over-the-road performance.
- Long-life high-efficiency diesel engines from 180 to 335 hp.
- Off-highway models up to 70,000 lbs. GVW. Over-the-highway models up to 76,800 lbs. GCW.

cost least to own!

INTERNATIONAL HARVESTER COMPANY, CHICAGO

Motor Trucks • Crawler Tractors
Construction Equipment • McCormick®
Farm Equipment and Farmall® Tractors

RED CHECK SPECIALS ARE HERE AGAIN



Red-Check Specials are your check against red ink.

LPG Outlets . . .

Continued from page 126

Stockton, Jackson Butane & Appliance Co., 3225 N. Wilson Way—corner Alpine & old Hwy 99, B. Plt., 8am-6pm, Clsd. Sun., P & M, Pro., Butn., B-P Mix, *Phone HO 3-0889*

Sultana, Hustons Union Service, S.E. corner of Monson Rd. & El Monte Way, S. S., 7am-8pm, Clsd. Sun. & Hol., P & M, B-P Mix, Lube., Min., *Phone 88-R-3*

Sunnyvale, Imperial Gas Co., Mt. View & Alviso Rd., B. Plt., 8am-4:30pm, Clsd. Sun. & Hol., Pump, Pro., *Phone REgent 6-5330 or WHitecliff 8-2432*

Susanville, Lassen Propane Co., B. Plt., 8am-5pm, P & M, Pro., *Phone 2153*

Susanville, Richins Propane, 1017 Main St., B. Plt., 8am-6pm, P & M, Pro., *Phone 2388*

Taft, Vangas, N. edge of town, S. S., 24 Hrs., P & M, B-P Mix, Lube., *Phone 5-2204 or 5-4956*

Tahoe City, Lakeside Propane Co., Hwy 89—2 Mi. W. of Tahoe City, B. Plt., 24 Hrs., P & M, Pro., *Phone JUniper 3-3638*

Tahoe Valley, Cedar Grove Gas Co., on Hwy 50—1 Mi. up Hwy from Tahoe Valley Y", B. Plt., 8am-5pm, P & M, Pro., *Phone KI 4-3484, Sun. call KI 4-2859, KI 4-2810 or KI 4-2651*

Tahoe Valley, Placer Gas Co. of Placerville, 1½ Mi. W. of "Y" on Hwy 50, B. Plt., 8am-5pm, Clsd. Sat. & Sun., Pump, Pro., *Phone KImball 4-2848*

Tipton, Mid-Valley Butane, on old Hwy 99—N. edge of town, B. Plt., 8am-5pm, P & M, Pro., Butn., *Phone 21-21*

Tipton, Petrolane Gas Service, Hwy 99, B. Plt., 8am-5pm, P & M, Pro., *Phone TUlare 6-5968*

Tracy, Vangas, Hwy 50—3 Mi. E. of town, S. S., 24 Hrs., P & M, Butn., Lube., *Phone 2024*

Truckee, Ransome Co. of Nevada, on Hwy 40 at Squaw Valley Cutoff—2 Mi. W. of Truckee, B. Plt., 8am-5pm, Clsd. Sat. & Sun., P & M, Pro., *Phone LUther 7-3578*

Truckee, Truckee Tahoe Fuel Co., 1 Mi. W. of Truckee on Hwy 40, B. Plt., 8am-5pm, Clsd. Sun., P & M, Pro., *Phone LUther 7-3515*

Tulare, Mid-Valley Butane, S. business Rt. 99, B. Plt., 8am-5:30pm, Clsd. Sun. & Hol., P & M, Pro., Butn., *Phone MU 6-5350*

Tulare, Vangas, N. edge of town on old Hwy 99, B. Plt., 8am-5pm, P & M, Pro., Butn., B-P Mix, *Phone 6-5274*

Tule Lake, Norcal Gas Co., in town, B. Plt., 8am-5pm, P & M, Pro., Min., *Phone 7-2611*

Twenty Nine Palms, Petrolane Gas Service, 6833 Pine, B. Plt., 8am-5pm, P & M, Pro., *Phone 2777*

Continued on page 134

VELLUMOID

Use the Finest!

Specify Vellumoid for the finest in gaskets and gasket sets . . . job matched to your specific requirements. Vellumoid now offers Cylinder Head, Manifold, Exhaust Flange Gaskets and Overhaul Sets to assure trouble-free superior performance.

Ask your jobber about Coppermoid . . . He knows quality.

THE VELLUMOID COMPANY
WORCESTER, MASS.

Cold-Col
The "standard" for truck refrigeration

For Uniform Product Temperature

- FASTER PULLDOWN
- MAXIMUM HOLDOVER
- MINIMUM MAINTENANCE

AVAILABLE IN VARIOUS SIZES, THICKNESSES AND EUTECTIC TEMPERATURES

Write for Engineering Catalog CE

DOLE REFRIGERATING COMPANY
5952 NORTH PULASKI ROAD, CHICAGO 46, ILLINOIS
103 PARK AVENUE, NEW YORK 17, N. Y.
Dole Refrigerating Products Limited, 44 Elgin Street, Brantford, Ont.

Maximum Refrigeration Efficiency
DOLE
THE Cal LINE

Cold-Col
TRUCK PLATES

Greatest Truck Advance

Now available in Ford, GMC, Chevrolet . . . Allison "Automatic Brain"

It's the greatest truck transmission advance in 30 years.

It's the Allison fully automatic transmission—now available in leading trucks, school buses and other commercial vehicles.

No longer must the flow of power be disconnected from the wheels every time the driver changes gears. No longer must the whole drive line take a costly jolt with every shift. With the Allison Automatic, engine power is delivered to the wheels *smoothly* and *continuously*. This saves fuel on every shift. And it eliminates engine lugging and overspeeding.

It's a whole new idea in transmissions. It's actually more than a transmission—it's an "Automatic Brain."

What can it do for your trucks? Take your cue from what it is doing today:

A Rocky Mountain trucker cuts engine maintenance 50%

•

A West Coast contractor hauls 33⅓% more payload per trip

•

A Utah ore hauler cuts brake maintenance 75%

•

A Michigan car-haul drives 100 extra miles per day

•

An Eastern sand hauler makes 3 trucks do the work of 4

Allison

Transmission in 30 Years

and Dodge brings America A NEW KIND OF TRUCK

It can do the same for you.

Your driver merely selects the range—then the Allison "Automatic Brain" takes over.

It multiplies engine torque 15 times. It delivers maximum power right from a dead stop. It cushions the engine and drive line against costly shock damage.

Shifting is automatic, so engines *can't* lug or race. Engine life is increased 35%. It shifts instantly, *even under full power.*

Its direct-drive lockup engages in *every* forward gear for maximum fuel economy.

Its built-in Hydraulic Retarder permits faster—yet safer—descents on even the steepest grades—saves you 50% or more on brake maintenance.

The Allison Automatic was developed from more than 10 years' service in the heaviest military and off-highway vehicles.

Four leading truck makes—Ford, GMC, Chevrolet and Dodge—have engineered the Allison Automatic into their newest medium and heavy-duty trucks, school buses and other commercial vehicles. It is also available as an integral engine-transmission power plant from Chrysler and Ford Industrial Engine Divisions.

Before you buy another truck, find out how an Allison Fully Automatic Truck Transmission can repay its modest cost many times over in *your* trucking operation. See your dealer in Ford, GMC, Chevrolet and Dodge. Or write:

ALLISON DIVISION OF GENERAL MOTORS, Indianapolis 6, Indiana

FULLY AUTOMATIC TRUCK *Transmissions*

LPG Outlets . . .

Continued from page 131

Ukiah, Schrage's Shell Service, Hwy 101 & Talmage Rd.—S. end of town, S. S., 6am-12m (Oct. 1 to May 1), 24 Hrs. (May 1 to Oct. 1), P & M, Butn., Lube., *Phone HOmestead 2-8073 or HO 2-2901*

Vacaville, Imperial Gas Co., US Hwy 40 & Sacramento Sts., B. Plt., 8am-5pm, Clsd. Sun. & Hol., P & M, Pro., *Phone HIckory 8-6388*

Van Nuys, American Butane Co., 5919 Sepulveda Blvd.—State Rt. 7, S. S., 8am-5pm, Clsd. Sun. & Hol., P & M, Pro., *Phone STate 5-5319*

Ventura, Tom's Trailer Service & Supplies, 292 W. Main St.—Hwy 101, S. S., 9am-5:30pm, Clsd. Sun. & Hol., P & M, Pro., *Phone MIller 3-1438*

Vernon, Algas Fuel Service Inc., S. S., 7am-7pm, P & M, Pro., B-P Mix, Lube., *Phone LU 7-9275*

Victorville, Bu-Pane Gas Service, 15095 Seventh St., S. S., 8:30am-5pm, Clsd. Sun. & Hol., P & M, Pro., *Phone 5-9366 or 5-4181*

Visalia, Sequoia Gas Service, 3 Mi. E. of Visalia on Hwy 198, B. Plt., S. S., 8am-6pm, P & M, Pro., Butn., *Phone REdwood 4-5582*

Visalia, Valley Vangas, 3 Mi. E. of Visalia on Hwy 198, B. Plt., 8am-5pm, Clsd. Sun. & Hol., P & M, Pro., Butn., B-P Mix, *Phone RE 4-9548*

Visalia, Valley Vangas, N.E. corner of Ben Maddox & Hwy 198, S. S., 8am-10pm, Clsd. Sun. & Hol., P & M, Pro., Butn., B-P Mix, Lube., *Phone RE 4-9548*

Vista, Vista Butane Co., 1063 S. Santa Fe Ave., B. Plt., 8am-5pm, P & M, Pro., *Phone PA 4-3311 or PA 4-3422*

Walnut Creek, Van Horn Butane Service, 3115 Mt. Diablo Blvd.—Hwy 24—¾ Mi. W. of town, B. Plt., 8am-5pm, Clsd. Sun. & Hol., P & M, Pro., Butn., *Phone YE 4-2770*

Walnut Grove, Gray's Quality Gas, B. Plt., 7:30am-6pm, P & M, Pro., Butn., Min., *Phone 6-4121*

Wasco, Clint Fannin Chevron Station, corner Hwy 466 & Griffith Ave., S. S., 6am-9pm, P & M, B-P Mix, Lube., Min., *Phone PL 8-2057*

Wasco, Petrolane Gas Service, B. Plt., 8am-5pm, P & M, Pro., *Phone PLateau 8-6694*

Watsonville, Suburban Gas Service, 209 Riverside Rd., B. Plt., 8am-5pm, Pump, Pro., *Phone PA 4-4580*

Watsonville, Vangas, N. Edge of Watsonville on Hwy 1, S. S., 24 Hrs., P & M, B-P Mix, *Phone 4-3733*

West Sacramento, Quality Gas Service, W. Capitol Ave.—US Hwy 40, B. Plt., 7am-6pm, Clsd. Sun., P & M, Pro., Butn., *Phone FR 1-4071*

Williams, Baldwin Gas Service, B. Plt., 8am-6pm, P & M, Pro., *Phone 2011*

Willits, Pro-Flame Gas Co., 1580 S. Maine St.—on Hwy 101 S., B. Plt., 8am-6pm, Clsd. Sun., P & M, Pro., Butn., *Phone GLobe 9-5573*

Willows, Willows Gas Service, ½ Mi. N. of Willows on US Hwy 99, B. Plt., 8am-6pm, Clsd. Sun., P & M, Pro., Butn., *Phone 680*

Winterhaven, General Petroleum Station, US Hwy 80, S. S., 24 Hrs., P & M, Pro., Lube., Min.

Woodland, Orrick Oil Co., 183 W. Main St.—on US Hwy 99-W & State Hwy 16, S. S., 6am-10pm, P & M, B-P Mix, Lube., Min., *Phone MO 2-5165*

Woodland, Orrick Truck Terminal, 801 East St.—on US Hwy 99-W & US Hwy 40-A, S. S., 24 Hrs., P & M, Butn., Lube., Min., *Phone MOhauk 2-9979*

Wrightwood, Wrightwood Fuel Co. Inc., E. of town on State Hwy 2, B. Plt., 9am-6pm, P & M, Pro., *Phone 9*

Yreka, Shasta Gas Co., 1202 S. Main on US Hwy 99, B. Plt., 8am-6pm, P & M, Pro., *Phone VIctor 2-2748*

Yuba City, Morrison's Petroleum Service, 765 Sutter St.—S. of ramp to the 10th St. bridge between Yuba City & Marysville on Hwy 99E, S. S., 8am-5pm, Clsd.

Sun., P & M, Pro., B-P Mix, *Phone SHerwood 3-6561*

Yuba City, Stevenson's Servicenter, Bridge & Shasta Sts., S. S., 7am-9pm, P & M, B-P Mix, Lube., Min.

Yuba City, Yuba-Sutter Oil & Burner Co., on Hwy 99E—½ Mi. N. of Yuba City, B. Plt., 8am-5pm, Clsd. Sun. & Hol., P & M, Pro., Butn., *Phone SHerwood 3-5479*

Yucca Valley, Universal Liquid Gas Service, 29 Palms Hwy—½ Mi. E. of business district, B. Plt., 7am-6pm, Clsd. Sun., P & M, Pro., B-P Mix, *Phone JOshua Tree 5-2432*

Colorado

Akron, Harold Miller, US 34 W. end of town, B. Plt., 24 Hrs., P & M, Pro., B-P Mix, *Phone 255W or 49 Birch*

Akron, Colo. Natl. Gas Co., center of city, B. Plt., 7:30am-5pm, P & M, Pro., Butn., B-P Mix, *Phone 244 or 256*

Alamosa, Mar-Gas, Inc., 2 blocks S. of Main St. on Hwy. 285, B. Plt., 8:30am-5:30pm, Pump, Pro., *Phone 477*

Alamosa, Valley Utilities Co., 813 Main St. US 60, B. Plt., 8am-5pm, Clsd. Sun. Hol., Pump, Pro., B-P Mix, *Phone 195*

Artesia, Uintah Gas and Equipment, B. Plt., 8am-5pm, P & M, Pro., Butn., B-P Mix, *Phone FR 4-2323 or FR 4-2226*

Aspen, LP Gas & Appl. Co., Hwy. 82 2 Mi. N. of city, B. Plt., 8am-7pm, Pump, Lube., Min., *Phone 2701*

Aurora, Aurora Oil Co., 15291 E. Colfax Ave., B. Plt., 24 Hrs., Pump, Pro., *Phone EMpire 6-1571*

Aurora, Suburban Gas Service, Hwy. 40 E. of Denver, 7am-6pm, Pump, Pro., B-P Mix, *Phone EMpire 6-9612*

Brush, Suburban Gas Service, B. Plt., 7am-6pm, Pump, Pro., B-P Mix,

Buena Vista, Eveready Freight Service Inc., Hwy. 24, B. Plt., 8am-5pm, Pump, Pro., Butn., *Phone EXport 5-2244*

Burlington, A. B. Morrow Butane Propane Gas Service, 351-15th St., B. Plt., 8am-5pm, Clsd. Sun. & Hol., Pump, Pro., Butn., B-P Mix, *Phone 22, 666*

Burlington, Caldwell Gas & Elect. Co., US 24 & St. Hwy. 51, B. Plt., 7am-6pm, P & M, Pro., Butn., B-P Mix, Min., *Phone 380*

Calhan, Glaser Gas & Eqpt. Co., E. edge of Calhan on US Hwy. 24, B. Plt., 8am-6pm, Clsd. Sun. & Hol., P & M, Pro., B-P Mix, Min., *Phone FIreside 7-2338*

Canon City, Canon Gas and Appl. Co. 718 Main St., B. Plt., 8am-5pm, Pump, Pro., *Phone 1493 Aft. Hrs. 1540 or 469-J*

Castle Rock, Stricker Gas & Appl. Co., B. Plt., 8am-5:30pm, P & M, Pro., *Phone MAdison 8-3084*

Colorado Springs, United Gas Co., 3709 N. Nevada Ave., 1 Mi. N. of city limits, B. Plt., 8am-5pm, P & M, Pro., *Phone MElrose 3-7791*

Cortez, Lee Butane Co., W. of Cortez, B. Plt., 8am-6pm, P & M, Pro., B-P Mix, *Phone LO 5-7554 Aft. Hrs. LO 5-7005*

Craig, Household Gas & Appl. Co., S. from US 40 3 blocks across RR tracks on School St., B. Plt., 8am-5pm, Clsd. Sun. & Hol., Pump, Pro., Butn., *Phone TA 4-5423*

Delta, Domestic Propane Co., Inc., State Hwy. 92 E. of Delta Main St. ¼ Mi., B. Plt., 8am-6pm, Pump, Pro., *Phone 603 or 604*

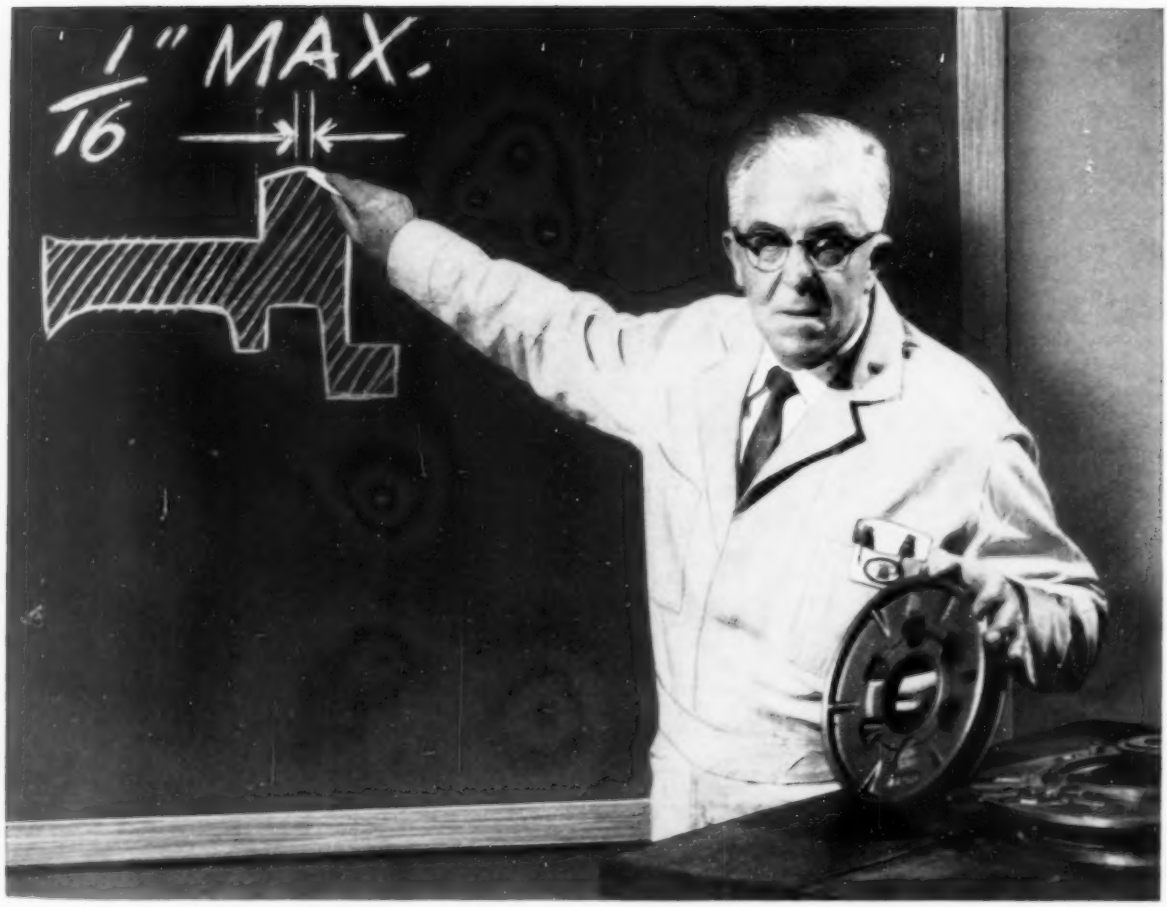
Denver, "6 & 85" Phillips Station, 56th Ave. & Vasquez Blvd. on Hwy. 6, S. S., 24 Hrs., Pump, Pro., *Phone ALpine 5-2721*

Denver, Associated Gas Co. Inc., 5460 N. Valley Hwy. (Hwy. 87, 3 Mi. N. of Denver), B. Plt., 8am-5pm, Clsd. Sun., P & M, Pro., *Phone AL 5-1380*

Denver, Colorado Motorway Inc., 31st & Fox in Denver ½ Mi. from Valley Hwy., B. Plt., 24 Hrs., P & M, B-P Mix, Min., *Phone JA 5-8201*

Denver, Denver Propane Co., Intersection of E. Evans & Hwy. 87 S. E. of Denver, 4701 E. Evans, B. Plt., 8am-5pm, Clsd.

Continued on page 138



This field-rebuilt clutch "died" too soon –

***Here's why:* A field rebuilder re-used the adjusting plate with worn-down fulcrum edges.**

The limit of wear permissible is reached when the *width* of the fulcrum edge hits 1/16". Beyond this point, the depth of metal beneath the edge is insufficient to retain the proper clutch lever ratio.

The result is lowered torque capacity, chatter, slipping, overheating of the reassembled clutch . . . and–in this case–*a loss of 30,000 miles in clutch life!*

For Lipe Dependability . . . Go to Lipe!

For a clutch built to Lipe specifications and under Lipe quality controls . . . a clutch produced by factory-trained workmen on factory production machinery . . . balanced with costly electronic devices . . . and inspected with Lipe close-tolerance testing facilities . . . go to Lipe.

All Parts in Lipe Clutches Conform to High Precision Standards

From our experience in supplying clutches to 54 makers of heavy duty equipment comes the know-how that goes into the manufacture of the Lipe Guaranteed Clutch. That is why we can unconditionally guarantee our product to be unequalled by field rebuilders.

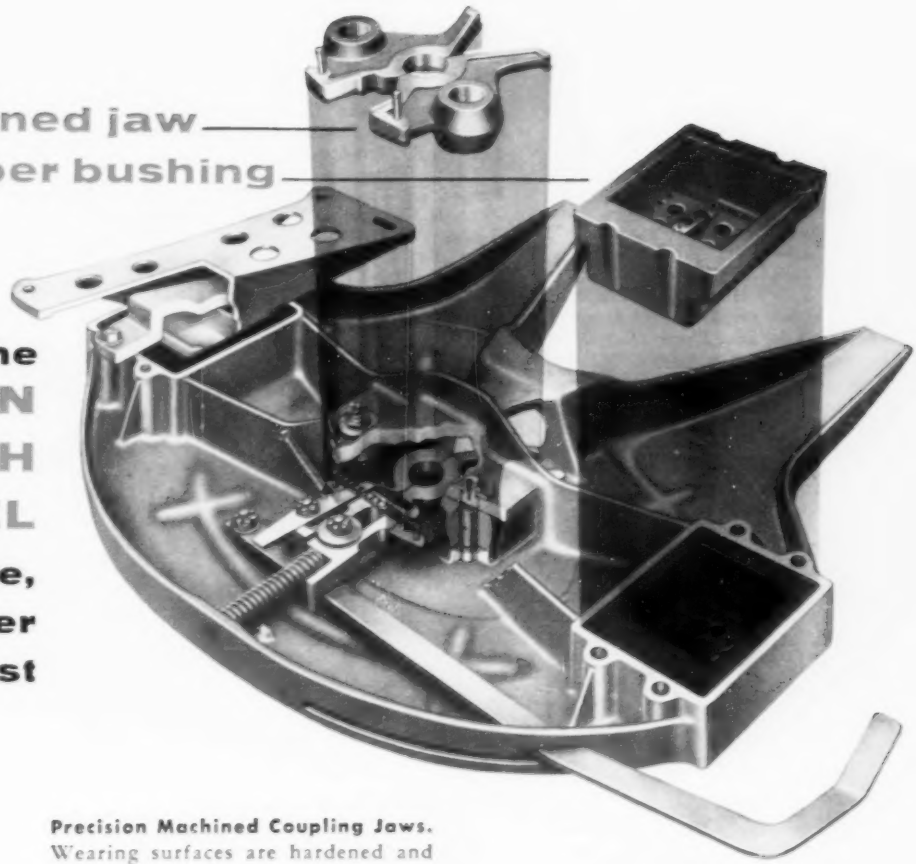
Look for this Factory Seal when you take delivery on a Lipe Guaranteed Clutch for replacement service. It is your assurance of long, trouble-free life and *big* long-run savings!

SEND FOR OUR FREE "Clutch Facts" Booklet

Tells you how to get more life from your heavy-duty clutches and what to look for when replacing them.

Lipe-ROLLWAY CORPORATION
SYRACUSE 1, N. Y.

2 Major Advances in Fifth Wheel Design!



give the DAYTON FIFTH WHEEL longer life, lower service cost

NEW! DAYTON SLIDING FIFTH WHEEL

Light weight. 28" adjustment. Minimum Maintenance. Write for free catalog.

Precision Machined Coupling Jaws. Wearing surfaces are hardened and ground to exacting specifications to guarantee longer life . . . lower maintenance cost . . . greater safety! 360° locking surface around the king pin.

Rubber Compression Bushing. Combines bushing and shock absorbers into one simplified unit. Requires no greasing. Eliminates wear and reduces replacement cost normally present when a less desirable metal-to-metal bushing is used.

Light Weight . . . up to 50 pounds lighter than other models, easy to operate. One-operation locking device prevents accidental unlocking. Simplest locking device yet developed!

Better Lubrication. Pressure grease fittings on jaw pins and base are factory assembled. Moving parts are lubricated with corrosion-resistant grease.

Make sure you get the best and safest made . . . specify Dayton Fifth Wheels on original equipment and replacement.

Buying a truck or trailer? Make sure it's equipped with Dayton Light Weight Cast Steel Wheel and Brake Drum Assemblies—used by 21 of the nation's leading truck and trailer manufacturers.

DAYTON FIFTH WHEELS

by The Dayton Steel Foundry Co. • P.O. Box 1022, Dayton 1, Ohio

World's leading manufacturer of cast wheels and brake drums

LPG Outlets . . .

Continued from page 135

Sun. & Hol., Clsd. Sat. afternoon, Pump, Pro., *Phone SKyline 6-1571*

Denver, Golden Gas Co., 11598 W. Colfax—Hwy. 40, B. Plt., S. S., 8am-5pm, Pump, Pro., Butn., B-P Mix, *Phone BE 3-1825 Aft. Hrs. BE 3-9286*

Denver, Mt. Vernon Service Station, Mt. Vernon Canyon Rd., 7 Mi. W. of Denver on Hwy. 40, S. S., 24 Hrs., Pump, Pro., *Phone CRestview 9-1723*

Denver, Red Dot L-P Gas Co., 3801 E. 56th turn W. 4 blocks on 56th Ave. off Hwy. 6-85, B. Plt., 7am-5:30pm, Clsd. Sun., Pump, Pro., *Phone AComa 2-0703*

Denver, Skelly Oil Co. Skelgas Bottling Plt., 3 blocks N. of Denver city limits on N. Valley Hwy. 87, B. Plt., 8am-4:30pm, Sat. 8am-12noon Clsd. Sun. & Hol., P & M, Pro., *Phone AC 2-3044*

Denver, Suburban Gas Service, 5301 Vasquez Blvd., B. Plt., 7am-6pm, Pump, Pro., Butn., B-P Mix, *Phone ALpine 5-5446*

Denver, Truck Denver, 3063 Brighton Blvd., S. S., 24 Hrs., Pump, Pro., *Phone MAin 3-6858*

Dillon, Eagle-Lake Gas Co., in town on Hwy. 6, B. Plt., 8am-5:30pm, Pump, Pro., Butn., B-P Mix, *Phone 288J*

Dillon, Suburban Gas Service, B. Plt., 7am-6pm, Pump, Pro., B-P Mix, *Phone INgersoll 8-2236*

Dore Creek, Southwestern Gas Co., US 160, B. Plt., 7:30am-6:30pm, Pump, B-P Mix, Min., *Phone 2441 or 4441*

Durango, Basin Petroleum Inc., 225 8th Ave., US Hwy. 160 S. E. side of town at city limits, S. S., 24 Hrs., P & M, Pro., Lube., Min., *Phone CH 7-0052*

Eads, Kiowa Traders Inc., N. Eads, Hwy. 287, S. S., 24 Hrs., Pump, Pro., Butn., Lube., Min., *Phone GEneva 8-5572*

Eagle, Eagle Lake Gas Co., in town on Hwys. 6 & 24, B. Plt., 7:30am-6pm, Pump, Pro., Butn., B-P Mix, *Phone 88*

Flagler, Flagler Farmers Coop. Assn., US 24, B. Plt., 7am-6pm, Pump, Pro., Lube., *Phone POrter 5-4536*

Flagler, LP Gas Service, N. Hwy. 24 at divide Hwy. across RR., B. Plt., 7am-6pm, P & M, Pro., Lube., Min., *Phone PO 5-4674*

Ft. Collins, Pat Griffin Co., 701 N. College Ave. B. Plt., 7:30am-5pm, P & M, Pro., *Phone HUnter 2-8111*

Ft. Collins, Pete Davie Gas & Appl. Co., ½ Mi. E. Police Station on old Hwy. 14, B. Plt., 8am-6pm, Pump, Pro., *Phone HU 2-7924, HU 2-3716*

Ft. Morgan, Alberta Gas & Appl. Inc., 2 blocks N. of stop lights on Hwy.—6 & 34, 716 Main St., B. Plt., 7am-6pm, Clsed. Sun., P & M, Pro., Min., *Phone UN 7-2497 or UN 7-6984*

Ft. Morgan, Skelly Oil Co., Skelgas Div., 101 S. Sherman St., 5 blocks S. at US Hwy. 6 & 34, B. Plt., 8am-5pm, Clsd. Sat. Aft. & Sun., Pump, Pro., Butn., *Phone UN 7-7948*

Glenwood Springs, L P Gas & Appl. Co., Hwy. 6 & 24 in city, B. Plt., 8am-5pm, Pump, Pro., Min., *Phone 4*

Granby, Suburban Gas Service, Hwy. 40, E. edge of business district, B. Plt., 7am-6pm, Pump, Pro., B-P Mix, *Phone TUcker 7-3338*

Grand Junction, Blue Flame Gas Co., 2 Mi. W. of city on Hwy. 6 & 50 at intersection of 24½ Rd., B. Plt., 24 Hrs, Pump, Pro., *Phone CH 2-4948*

Grand Junction, City Gas Inc., 2847 North Ave. US 6 & 24, ½ Mi. E. of city limits, B. Plt., 8am-6pm, Pump, Pro., *Phone CH 2-3082*

Grand Junction, Suburban Gas Service, 936 North Ave., B. Plt., 7am-6pm, Pump, Pro., B-P Mix, *Phone CHapel 3-2720*

Greeley, Consumers Oil Co., 714 6th St., B. Plt., 6am-8pm, P & M, Pro., B-P Mix, Lube., Maj., *Phone EL 2-4562*

Greeley, Greeley Propane Co., 332 18th St., B. Plt., 24 Hrs., P & M, Pro., *Phone ELgin 2-4466*

Gunnison, Knowles Sales & Service, S. Blvd. La Veta Hotel Bldg., B. Plt., 8am-5pm, P & M, Pro., Min., Maj., *Phone 744*

Holyoke, Butane Propane Service, Hwy. 6 & 51, B. Plt., 7am-6pm, Pump, Pro., Butn., B-P Mix, *Phone UL 4-2257*

Holyoke, Scholl Oil Co., E. Hwy. US 6, B. Plt., 6am-11pm, P & M, Pro., Butn., B-P Mix, Lube., Min., *Phone UL 4-3300*

Idaho Springs, Red Dot L-P Gas Co., W. edge Idaho Springs on Hwy. 6—40, B. Plt., 7:30am-5pm, Clsd. Sun., Pump, Pro., *Phone 323*

Idalia, Suburban Gas Service, B. Plt., 7am-6pm, Pump, Pro., B-P Mix, *Phone 5F04*

Julesburg, Blu-Gas Co., 702 W. 2nd St. Hwy. 138 & 51, B. Plt., 24 Hrs. P & M, Pro., Butn., B-P Mix, Min., *Phone 299R*

Kit Carson, Wood Automotive, 2 blocks N. Hwy. 40, S. S., 8am-6pm, P & M, Pro., Lube., Maj., *Phone 2461, 2144 or 4261*

Kremmling, Grand-Routt Gas Co., in town near Depot, B. Plt., 8am-5:30pm, Pump, Pro., *Phone PArkway 4-3265*

La Junta, Gas Sply. & Appl. Co., 2 Mi. E. of La Junta on US Hwy. 50, B. Plt., 8am-5:30pm, P & M, Pro., *Phone 102*

Lamar, Quinn Oil & Gas Co., US 50, S. S., 6am-12m, P & M, Pro., Lube., *Phone 1366*

Las Animas, H and B Hardware, 507 Bent Ave. Hwy. 50, B. Plt., 8am-5:30pm, Clsd. Sun. & Hol., Pump, Pro., *Phone 55*

Leadville, Eagle Lake Gas Co., in town on Hwy. 24, B. Plt., 8am-5:30pm, Pump, Pro., *Phone 909R*

Longmont, Longmont Cooperative Assn., 3rd & Emery St. Hwy. 254, S. S., 7am-6pm, Clsd. Sun. & Hol., P & M, Pro., Lube., Min., *Phone PR 6-5015*

Longmont, Red Dot Petroleum Products Co., Intersection of State Hwy. 66 and 87 and 287, 2 Mi. N. of Longmont, B. Plt., 7:30am-8pm, Pump, Pro., *Phone PRospect 6-0172*

McClave, Kaszd Bros. Oil Co., State Hwy. 96, B. Plt., 24 Hrs. P & M, Pro., Butn., B-P Mix, Lube., Min., Maj., *Phone*

Continued on page 142

MEYERCORD *Truck Decals*

. . . transform your trucks into spectacular "MOVING BILLBOARDS"

Meyercord Decal Truck signs . . . designed and produced to your specific needs . . . will make every truck in your fleet a "moving billboard" for your business. Meyercord Decal Truck signs are applied many times faster than old-fashioned hand painting, cutting lay-up time to *hours* instead of days. Choose any combination of colors, including full color halftone reproduction. Without obligation, let our salesman explain how Meyercord Decal Signs can be designed for your fleet.

Full color "Ads on Wheels" brochure free . . . request on company letterhead, please.

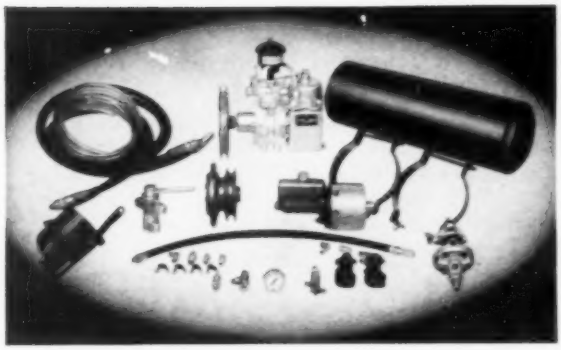
the MEYERCORD co.

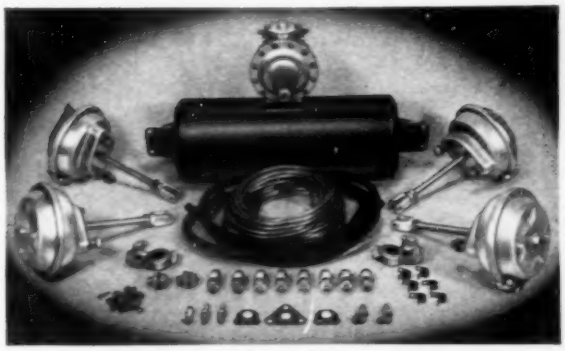
Dept. U-514
5323 West Lake St.
Chicago 44, Illinois

WAGNER AIR BRAKE FIELD INSTALLATION KITS

permit low-cost conversion to air brakes for your vehicles!

There's no reason for trucks and tractors to lack modern, safe air brakes. Wagner Air Brake Field Installation Kits contain original equipment type Wagner Air Brake Components that permit low-cost conversion to a safe, economical protective system. All needed parts, connections, fittings and brackets are included, along with easy-to-follow detailed instructions.





WAGNER FIELD KITS FOR TRUCK OR TRACTOR AIR BRAKES

Complete installation kits provide all of the units and material necessary to economically install air brakes on specific vehicle makes and models. Each kit includes the famous 9 C.F.M. Wagner Rotary Air Compressor which operates at uniform torque load and assures a sufficient quantity of air at all times for safe, sure braking power.

WAGNER FIELD KITS FOR TRAILERS

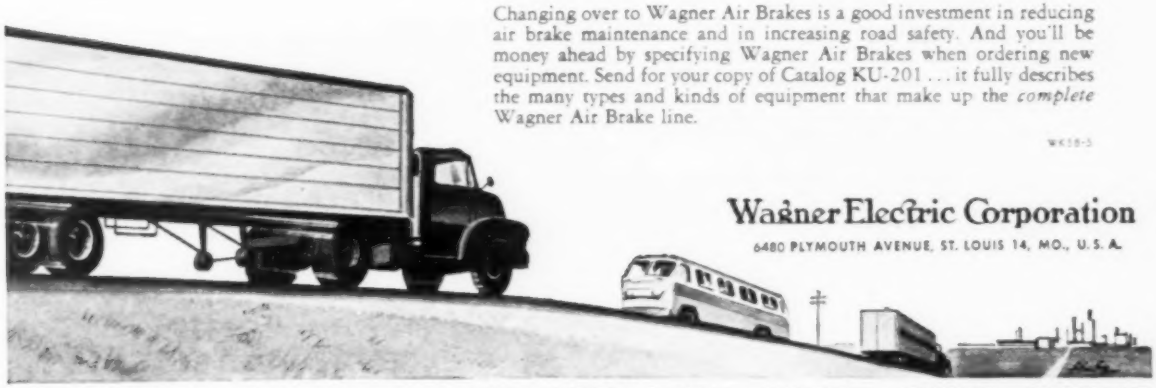
Each Wagner Trailer Air Brake Kit contains a complete trailer brake system all in one package. All needed parts and connections fit easily into proper position with little or no drilling or tapping. This saves you money because time and labor required for installation is kept to a minimum. Kits are available for both single axle and tandem axle trailers.

WAGNER COMPRESSOR KITS

Specifically designed for the installation of Wagner's famous Rotary Air Compressor on many bus and truck engines. Kit is well suited for use on either new engines or for conversions which replace other types of air compressors.

Changing over to Wagner Air Brakes is a good investment in reducing air brake maintenance and in increasing road safety. And you'll be money ahead by specifying Wagner Air Brakes when ordering new equipment. Send for your copy of Catalog KU-201 . . . it fully describes the many types and kinds of equipment that make up the *complete* Wagner Air Brake line.

WK58-5

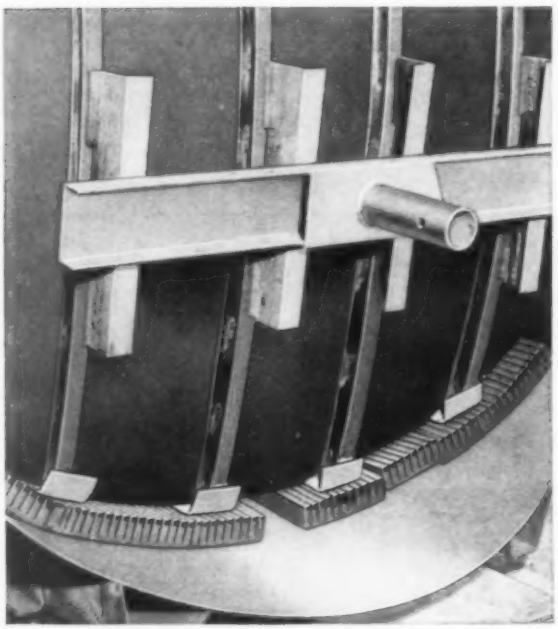


Wagner Electric Corporation

6480 PLYMOUTH AVENUE, ST. LOUIS 14, MO., U.S.A.

LOCKHEED BRAKE PARTS, FLUID, EXCHANGE SHOES and LINING • AIR HORNS • AIR BRAKES • TACHOGRAPHS • ELECTRIC MOTORS • TRANSFORMERS • INDUSTRIAL BRAKES

Rubatex provides "built-in" temperature control – sanitation – additional payload!



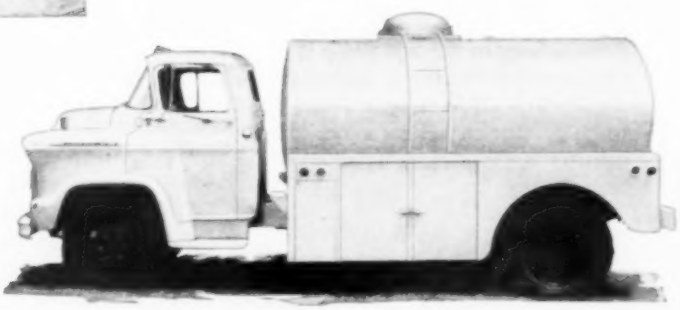
2" layer of Rubatex is applied between inner and outer shells of stainless steel milk tank. Rubatex is applied to inner shell with an adhesive between steel ring stiffeners used around inner tank. Thin layer of Rubatex also used over ring stiffeners—eliminating metal to metal contact. Outer shell is then wrapped around the Rubatex.

Rubatex answers need for careful temperature control in transporting milk as it has lowest heat conductivity (K Factor 0.21) of any known structural material and maintains its insulating efficiency indefinitely.

Rubatex's closed cellular structure also eliminates any possibility of bacterial growth between shells of tank—an important feature in handling liquid foods of any kind

Last—by no means least—Rubatex's light weight helps give Standard Steel Works one of the lightest farm pick-up tanks on road today—providing owner with an additional payload on his choice of truck.

In Standard Steel Works' own words: "After considerable investigation, we found Rubatex was the best low temperature insulation available anywhere."



Insulation efficiency, moisture and vermin proof qualities—plus extreme light weight—determined choice of Rubatex Insulation Hardboard as insulation for Standard Steel Works' 1700 gallon "Payloader" farm bulk pick-up tank.

RUBATEX
INSULATION HARDBOARD

RUBATEX DIVISION, Dept. FO-8
GREAT AMERICAN INDUSTRIES, INC.
Bedford, Virginia

PIONEER MANUFACTURER OF CLOSED CELLULAR RUBBER

For full details and sample of Rubatex Insulation Hardboard—print your name in space below, attach to your company letterhead and mail to us.

Name_____

Send for Free Sample and Complete Details

Good fleet shop practice pays off with

GENUINE SCHRADER TIRE VALVES, CAPS, CORES, AND GAUGES

Most flats give ample warning for you to catch 'em in the shop. And keeping valves always capped and properly cored should be a must in your fleet's shop practice. Make it a rule to:

1 **Specify** genuine Schrader Tire Valves, Sealing Caps and Cores, which are guaranteed airtight even at 250 pounds pressure.

2 **Keep stocked** on Schrader Caps and Cores with handy service packages and see that every valve is always capped.

3 **Gauge and record air pressures** daily with genuine Schrader gauges to catch unusual pressure drops.

And, remember, Schrader Chucks, Couplers, Chuck Gauges and Accessories help airlines operate faster and better.

A. SCHRADER'S SON • BROOKLYN 38, N. Y.
Division of Scovill Manufacturing Company, Incorporated

Schrader®
a division of **SCOVILL**

FIRST NAME IN TIRE VALVES
FOR ORIGINAL EQUIPMENT AND REPLACEMENT

LPG Outlets . . .

Continued from page 138

Wiley 209 or 321

Meeker, Household Gas and Appl. Co., Jct. of Hwy. 13 & 64 at Meeker, B. Plt., 8am-5pm, Clsd. Sun. & Hol., Pump, Pro., Butn., *Phone 261*

Monte Vista, Community Gas Co., Hwy. 160 E. edge of town, B. Plt., 8am-5:30 pm, Pump, Pro., *Phone 471*

Montrose, Cummings Gas & Eqpt. Co., 437 N. Townsend on Hwy. US 50 N., B. Plt., 8am-5:30pm, Pump, Pro., *Phone 541 Aft. Hrs. 517*

Norwood, Domestic Propane Co., Inc., ¼ Mi. N. of W. end of Main St., B. Plt., 8am-6pm, Pump, Pro., *Phone EAst 7-4450*

Nucla, San Miguel Natural Gas Co., S. of Nucla on Hwy. 97, B. Plt., 8am-8pm, P & M, Pro., *Phone 59R3*

Otis, Colo. Natl. Gas Co. Inc., center of town, 8am-5:30pm, Pump, Pro., Butn., B-P Mix, *Phone 288*

Otis, Suburban Gas Service, B. Plt., 7am-6pm, Pump, Pro., B-P Mix, *Phone CHerry 6-3356*

Paradise, Paradise Gas Service, 6255 Skyway, B. Plt., 8am-5:30pm, Clsd. Sun. & Hol., P & M, Pro., *Phone TR 7-2295*

Pueblo, Cowden Service Station, Hwy. 85 & 87, 5 Mi. S. of Pueblo, 24 Hrs., P & M, Lube., Min., *Phone LI 2-8557*

Pueblo, Martin Music and Bottle Gas Sply. Co., ½ Mi. E. on US Hwy. 50, B. Plt., 8am-5:30pm, Clsd. Sun., Pump, Pro., Min., *Phone LI 3-0775*

Pueblo, Skelly Oil Co. Skelgas Div., 1000 Oil Place, off Hwy. 50 E., B. Plt., 7am-4pm, Clsd. Sat. & Sun., Pump, Pro., *Phone LIncoln 2-7844*

Pueblo, Union Gas and Eqpt. Corp., 191 Central Main St., B. Plt., 8am-5:30pm, Clsd. Sun. & Hol., Pump, Pro., *Phone LI 5-1106*

Pueblo, Veterans Gas & Service, 824 W. 4th, S.S., 8am-5:30pm, Clsd. Sun. & Hol., Pump, Pro., *Phone LI 5-0334*

Salida, Dietrich Heating & Metal Works, Hwy. 50, 1 Mi. W. of city limits, B. Plt., S.S., 8am-6pm, P & M, Pro., Butn., *Phone 88W*

Salida, Salida Gas Service Co., 7th & J Sts. 9 blocks from Hwy. 50 & 7 blocks from Hwy. 285, B. Plt., 8am-5pm, Clsd. Sun. & Hol., Pump, Pro., *Phone 358*

Saguache, Gasco Inc., Intersection of US 285 & S. Hwy. 114, B. Plt., 7am-9pm, P & M, Pro., *Phone OL 5-2660*

Springfield, Robinson Propane & Butane Co., Hwy. 287 S. edge of Springfield, 8am-5:30pm, P & M, Pro., B-P Mix, Min., *Phone 300*

Springfield, Springfield Co-op Sales Co., 13th & Main, B. Plt., S. S., 6am-7pm, Pump, Pro., Butn., *Phone 53*

Steamboat Springs, Grand Routt Gas Co., in town W. side, B. Plt., 8am-5:30 pm, Pump, Pro., Butn., B-P Mix, *Phone 48*

Sterling, B. I. Whitlock Butane, Hwy. of Sterling, B. Plt., 6am-9pm, P & M, Pro., Butn., B-P Mix, *Phone LA 2-4193*

Sterling, Blue Flame Gas & Eqpt. Co., 2 Mi. W. on Hwy. 14, B. Plt., 7:30am-5:30pm, Pump, Pro., Butn., B-P Mix, *Phone LAurence 2-0373*

Stratton, The Stratton Equity Co-Op Co., 4 blocks N. of US Hwy. 24, B. Plt., 7am-6pm, P & M, Pro., B-P Mix, Lube., Min., Maj., *Phone 2301 Aft. Hrs. 2802*

Trinidad, D. H. Dalton Co., 847 Arizona Ave., B. Plt., 7am-7pm, Pump, Pro., Min., *Phone VIctor 6-6022*

Trinidad, Star Propane Co., Hwy. 12 city limits, B. Plt., 8am-5pm, Clsd. Sun. & Hol., P & M, Pro., Lube., *Phone LI 6-6903*

Walsenburg, Bard Gas & Appl., US 85 & 87, 111 W. 7th, B. Plt., 8am-5:30pm, P & M, Pro., *Phone 478W or 505R*

Walsenburg, Bard Gas and Appl., US 85 & 87 N. edge of Walsenburg, B. Plt., 8am-5:30pm, P & M, Pro., *Phone 478W*

Walsh, Cogburn Oil Co., Hwy. 160, S. S., 6:30am-6:30pm, P & M, Pro., B-P Mix, Lube., Min., *Phone 2671*

Walsh, Walsh Propane Service, Hwy. 160, B. Plt., P & M, Pro., B-P Mix, *Phone 2781 or 4301*

Watkins, Watkins Truck Stop, 13 Mi. E. of Denver on Hwy. 40, S.S., 24 Hrs., Pump, Pro., *Phone EMpire 6-8890*

In next month's FLEET OWNER you'll find more listing for LP-Gas outlets around the nation, and in succeeding issues too.

SPECTOR MID-STATES

gets top performance, maximum safety with Sprague AIR-PUSH windshield wiping equipment

Dispatcher Jerry Dominick checks out eastern bound load with driver Talbert Beasley at Spector—Mid-States Chicago Terminal.

Spector—Mid-States "Customerized" freight transportation service between the key industrial and commercial markets of America requires equipment that doesn't fail. That's why they specify Air-Push Windshield Wiping Equipment. Greater safety—lower maintenance costs! How about your fleet? Nationwide distributor organization to serve you.

SAFETY STARTS WITH SEEING!

Sprague DEVICES, INC.

MICHIGAN CITY, INDIANA

the All New...

- **FASTER**
- **MORE ACCURATE**
- **MORE PROFITABLE**

HUNTER HEAVY-DUTY TRUCK AND BUS *Wheel Balancer...*

- FLEET OWNERS
- SERVICE OPERATORS
- TRUCK DEALERS
- TIRE OUTLETS

Here's the BIG WHEEL NEWS of the year!

There's important news for everyone connected with the operation and servicing of big-diameter wheel, over-the-road equipment—exciting news that could come only from Hunter.

At last, an all-new Heavy-Duty balancer—with famous Hunter Tune-In—designed and engineered for the exacting and demanding job of balancing the big, heavy wheels on transport trucks and busses.

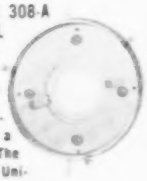
The Hunter Heavy-Duty Truck and Bus "on-the-vehicle" wheel balancer is truly revolutionary, for every component of this "triple-threat" balancing team has been painstakingly designed to make truck balancing faster, easier, more profitable!

Any balancing equipment without all of these unequalled "plus-features" simply can't match Hunter performance and accuracy.

- HUNTER 307-A TRUCK Tune-In WHEEL BALANCER

Big 16 oz.—effective weight, finger-tip Tune-In control and magic visual, color band weight-indicator are among the Hunter-first features you get only on this brand new balancing instrument.

- HUNTER 308-A UNIVERSAL ADAPTOR



Cut "ready-time" to a minimum. The new 308-A Universal Adaptor adjusts quickly to fit all big wheel sizes—with no lug bolts to remove. The fastest, self-centering truck adaptor available.

- HUNTER 800-C2 HEAVY-DUTY TRUCK SPINNER

There's surging spin-power (4 or 8 H.P.), Hunter dependability, exclusive one-lever start-stop control and enclosed storage space in this new line of rugged, high-style spinners.

New, too, is the completely redesigned, portable utility cabinet—easily rolled to the job—which keeps all accessories and equipment, not in use, stored safely, dry and dirt-free.

- HUNTER CA50-S UTILITY CABINET

✓Install It!
✓Spin It!
✓Tune-In!
✓Apply Weight!

...that's all there is to a fast, accurate Hunter Tune-In balance job! Handles big dual-wheels with ease.

WRITE TODAY for all the facts. Don't forget the Hunter Lite-A-Line is all new this year too!

To HUNTER ENGINEERING COMPANY FO-58
Hunter Avenue and Ladue Road • St. Louis 24, Missouri

Please send complete information on the NEW...

- ☐ **Hunter Heavy-Duty Truck and Bus Wheel Balancer**
- ☐ **Hunter Lite-A-Line Wheel Aligner and Accessories**

*Name*_____

*Address*_____

*City*_____ *State*_____

Dual Vision-Aid Headlamps for Fleets

Twice the light at the critical *passing* point down the right side of the road . . . more than 50% more light on the open highway. These are the outstanding features of new dual headlamps.

Maintenance-conscious fleet men will want to make sure they're restoring these original equipment advantages. They know from experience that Vision-Aid Headlamps, built to the industry's highest standards, have always done a top-notch job. They know they'll get initial equipment performance and long, trouble-free service with new dual Vision-Aid Headlamps, too.

LAMP DIVISION

TUNG-SOL ELECTRIC INC.

Sales Offices: Atlanta, Ga.; Columbus, Ohio; Culver City, Calif.; Dallas, Texas; Denver, Colo.; Detroit, Mich.; Irvington, N. J.; Melrose Park, Ill.; Newark, N. J.; Philadelphia, Pa.; Seattle, Wash. Canada: Montreal, P.Q.

MINIATURE LAMPS

Tung-Sol offers the most complete line of miniature lamps in the industry. There's a rugged Tung-Sol miniature for every replacement requirement.

all new jack design--better than ever!

HEIN-WERNER

Only Hein-Werner offers all these *new* features—the most important truck jack improvements in 15 years. They mean longer life; better performance; more jack for the money. Interchangeability of high mortality parts also makes servicing easier through Hein-Werner's network of Service Depots stretching from coast-to-coast. Jack pressures up to 7,500 psi, require the most accurate machining and production controls plus the best in materials. Look to Hein-Werner for the very best in jacks. See your H-W Jobber or write for details.

FRANCHISED SERVICE DEPOT

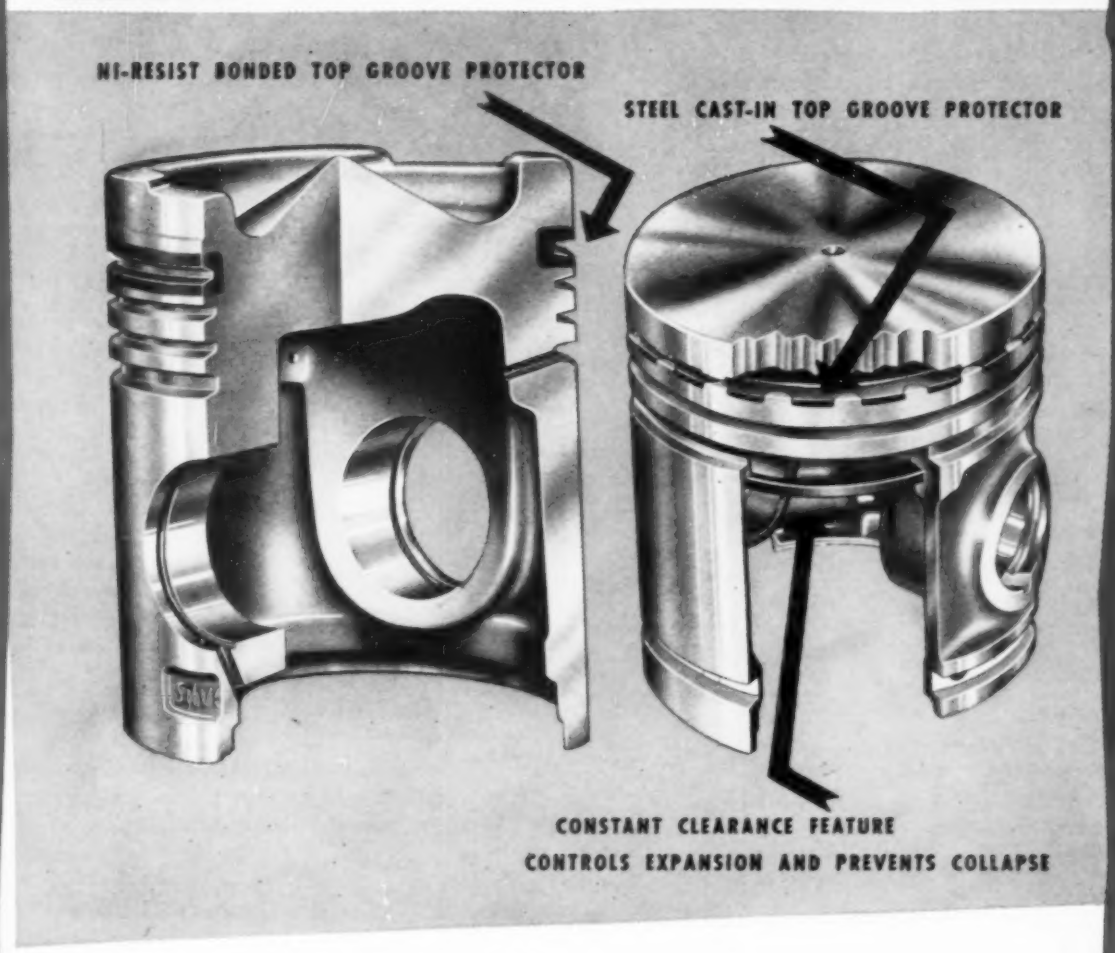
For Your Protection all factory approved service stations now display this emblem.

HEIN-WERNER CORPORATION

WAUKESHA, WISCONSIN

The complete Hein-Werner line includes: The famous "55", "Screwball" and WHIZ Twin Saddle Service Jacks - Under Axle Jacks of 1½ to 100 tons capacity - "Bumper-Lift" Jacks for passenger cars - Service Jacks for shop use - Transmission Jacks - Adjustable Car Stands - "Push and Pull" and "Pushmaster" Jacks for body, fender and frame repair.

SPECIAL HEAVY DUTY TRUCK PISTONS



Who but McQuay-Norris furnishes both?

See your
McQuay-Norris Wholesaler
for quick service.

McQUAY-NORRIS Manufacturing Co., St. Louis • Toronto

FLEET OWNER

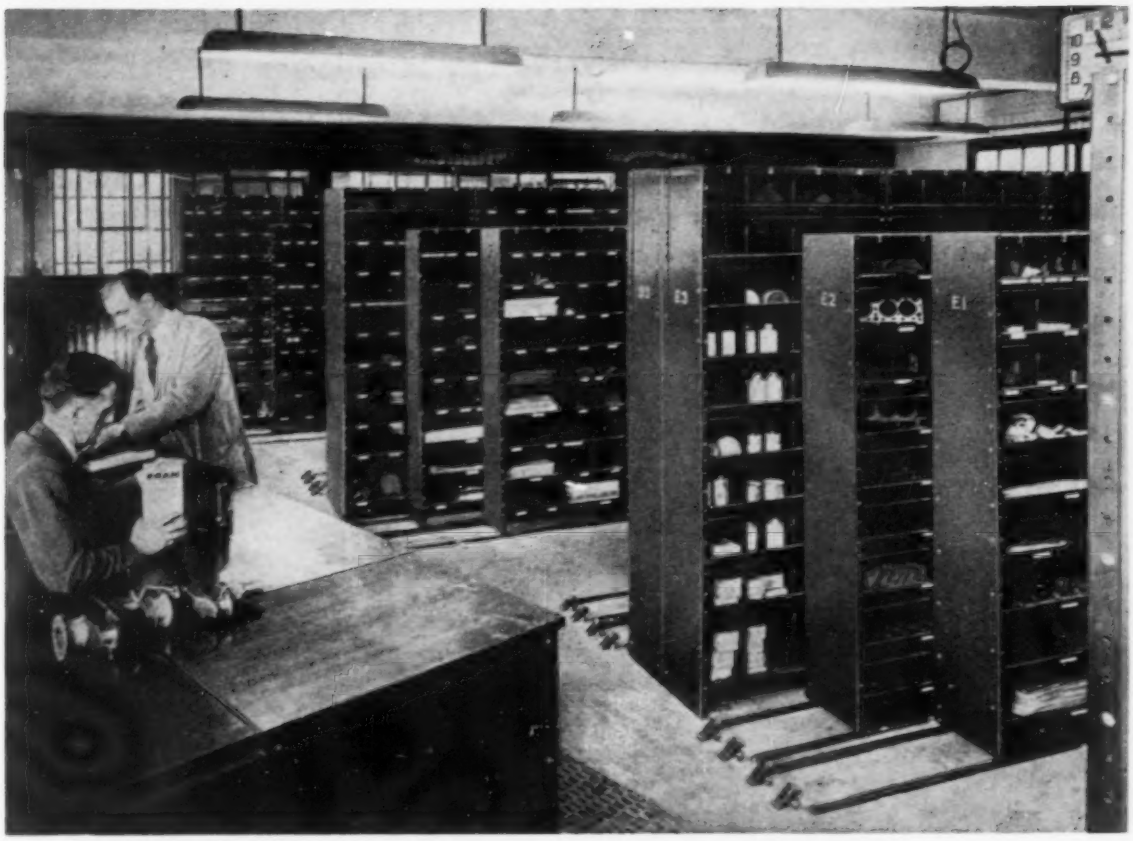
AUTOMOTIVE

Showcase

8 PAGES OF NEW PRODUCTS FOR THE FLEET OPERATOR

MAY, 1958

This month's feature:



DOLLY-MOUNTED PARTS BINS are nested in this system so that one aisle can serve several rows.

Need More Floor Space? Here's the Answer

ROLLING STORAGE ON TRACKS is the basic principal in this new system for better space utilization. The mobile storage units roll on ½-in. high steel tracks with only 2 to 3 in. between rows. The dollies are fitted with grease-packed ball bearing wheels for easy movement. It is claimed that 15 to 18 lb of effort start a 1-ton load moving.

Rubber bumpers are used to prevent actual contact between units. Existing storage equipment does not become obsolete; the special mobile bases can be custom-made to fit your equipment. Instead of row after row of fixed shelving with space-wasting aisles between, one row of fixed units sits directly behind several mobilized rows. Mobile rows are moved sidewise on tracks for access to rear units.

Wide flexibility of layout is possible since units may be mounted singly, or in groups facing the aisle or at right angles. Manufacturer claims that storage capacity may be increased as much as 70% without adding floor space. Or, existing storage space can be freed for other productive uses without cutting storage capacity. *Mobile Storage Division, Dolin Metal Products, Inc, 315 Lexington Ave, Brooklyn 16, New York.*

Engines

VALVE ASSEMBLIES with rotocap and spring provide positive rotation. Complete valve line now includes rotocap and free rotating heavy-duty valves as well as Sodium and Mercury-filled valves for heavy-duty service. *McQuay-Norris Mfg Co, St. Louis 10, Mo.*

HYDRAULIC HOSE AND COUPLINGS line eliminate need for skiving rubber covered wire braid hose. Couplings bite through rubber cover, grip solidly on either single or double wire braid hose without weakening cover or water-proofing of hose. Hose is constructed of seamless inner tube of synthetic rubber reinforced by single steel braid for medium-high pressure. Hose has an operating range of 40 deg to 275 deg F and burst range of from 1,400 lb to 18,000 lb per sq in. *Stewart-Warner Corp, Chicago 14, Ill.*

HEAVY-DUTY TRUCK ENGINE. Cummins HF-6-B 180-hp diesel engine has a fully counterbalanced 4½-in. diameter crankshaft. Total main bearing area is 61.15 sq in. Engine has an open type combustion chamber, dual intake and exhaust valves, roller type cam followers, and simple flyweight type governor. *Cummins Engine Co, Inc, Columbus, Indiana.*

AUTOMATIC TRUCK TRANSMISSION, the IH Select-O-Matic, has now been made available in seven additional heavy-duty model series in the International truck line. They are conventional models A-180 and RF 200, and COE models COF-190, VCOF-190, CO-200, VCO-200 and COF-200. Clutch pedal has been eliminated while positive control gear selector is retained. An electro-hydraulic clutch and high-efficiency torque converter are featured. *International Harvester Co, 180 N Michigan Ave, Chicago 1, Ill.*

HEAVY-DUTY DP CLUTCH, has stamped steel cover and is available for use with flat or pot-type flywheels. Maker says flat-faced single-plate assembly can be changed to a two-plate assembly with addition of an intermediate plate and driven disk assembly. *Lipe-Rollway Corp, Syracuse 1, N.Y.*

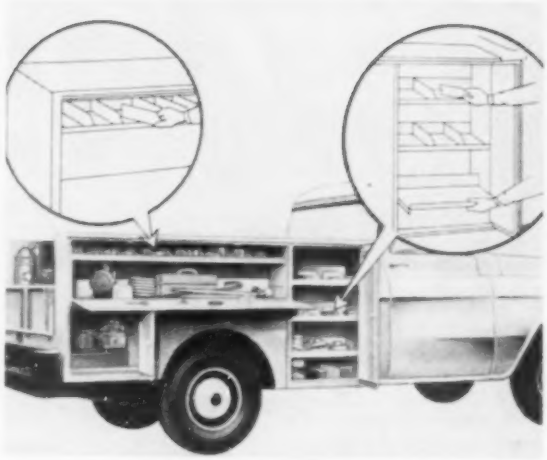
COIL & CONDENSER TESTER. Tests battery ignition coils, magneto coils and armatures, and ignition condensers. The manufacturer claims unit tests primary and secondary windings completely for high resistance, opens, shorts to ground, and shorted turns. *Graham Research, Inc, 666-22 Ave NE, Minneapolis 18, Minn.*

LP-FUEL SYSTEM PRESSURE-TESTER. Tester (No. 14-002) consists of a 30-lb pressure gage, aspirator and 4-in. manometer housed in self-contained metal carrying case. Unit operates under gas or air pressure. Designed specifically to determine malfunction of secondary regulator, pressure tester can be utilized to check out primary regulators. *Robinair Div, Kent-Moore Organization, Inc, 28635 Mound Rd, Warren, Mich.*

LEAK DETECTOR KIT is designed to simplify location of oil leaks in passenger cars or trucks transmissions. Kit uses fluorescent dye with an ultra-violet ray lamp. Maker claims kit is equally efficient for location of water leaks in vehicle cooling system. *Allen Electric and Equipment Co, Kalamazoo, Mich.*

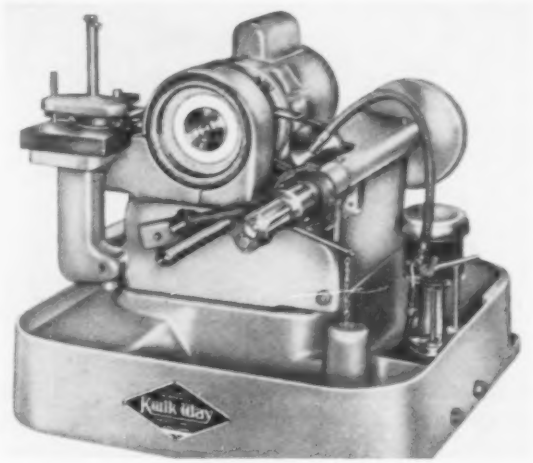
MUFFLERS for heavy-duty construction equipment. Trade marked "Engine-Mated," mufflers are made of all-welded heavy gage steel. Claimed to withstand abuse of construction operation and provide long muffler life, less maintenance, fewer replacements. Mufflers are available in three types: Power Guard, Sound Sentry and Diesel. *Alexander-Tagg Industries, Inc, Hatboro, Pa.*

LOW-WATER ALARM for use on all types of trucks, tractors and road equipment. Called "Water-larm" it has a red warning light on dashboard that flashes when water in cooling system drops to predetermined level. Unit is constructed of all brass, aluminum and stainless steel. *Waterlarm Corp, 404 SE 202 St, Portland, Ore.*



Utility Truck Bodies

The new 1958 Reading utility truck bodies feature removable shelves as well as removable and adjustable shelf and tray dividers. This new feature permits the truck operator to vary the arrangement of the interior compartments to fit his day-to-day requirements. All shelves are operationally mounted on special die-formed steel brackets, removable without tools. Dividers and shelves are furnished as standard equipment with all 1958 Reading models at no increase over 1957 prices. Reinforced tailboards, heavy-duty safety-tread plate floors, ribbed front bulkheads and complete undercoating are standard equipment on all Reading bodies. At the purchaser's option, shelves can be welded permanently in place. *Reading Body Works Inc, Reading, Pa.*



Rod Reconditioner

Kwik-Way Rod Master reconditions the journal end of connecting rods, and hones the journal bore to precision limits without taper. It incorporates a patented combination checking and facing gage which makes cap grinding simple and accurate. A 5-in. cup type grinding wheel provides fast cutting action, and no special tools are required for wheel dressing, maker claims. Rod Master reconditions small or large rods. It features a hone employing expanding steel blades and special abrasive cloth. Other features include large honing fluid sump with settling basin; pump with independent motor, regulator valve and adjustable nozzle; foot control for honing operations. *Cedar Rapids Engineering Co, Cedar Rapids, Iowa.*

Steel Gasket Racks

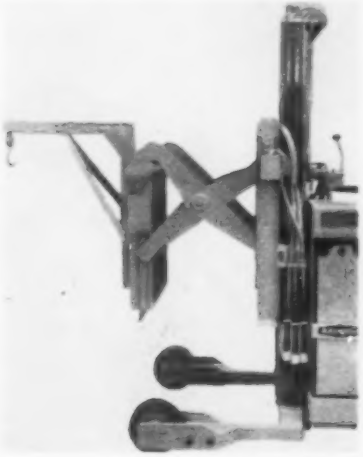
These new gasket racks are available in four sizes, ranging from 5-drawer to 23-drawer models. Models are constructed of heavy-gage steel throughout. The manufacturer states that the racks occupy only 6 sq ft of floor space, and safely store hundreds of assorted size gaskets. All racks feature interchangeable drawers that are hinged to prevent being pulled out accidentally. Small size racks can be added to drawers whenever necessary. *Lockport Steel Fabricators, Inc, Lockport, Ill.*

Pre-fab Paint Shop

This Binks "drive-through" unit is a completely enclosed, two-compartment structure. The front section is a dry-type spray booth; rear compartment contains a mobile infra-red drying oven. Vehicle can move from the spray booth to the drying oven without leaving the unit. Entry of dust and dirt is prevented by spun-glass filters in the door and panels in the front of the spray booth. While one vehicle is drying, another can be spray-painted in the booth. *Binks Mfg Co, 3122 Carroll Ave, Chicago 12, Ill.*

Valve Guide Reamer

This new dual tool reams valve guides oversize and counter-bores the head or block prior to inserting valve seat rings. Both operations are done by a single machine setting. This setting is claimed to assure a high degree of concentricity between valve guide and insert ring. Features expandable cutters permitting counterboring of any diameter within range of the tool, with a variation of 7/8-in. to 3-5/16-in. *Hall Toledo, Inc, 2931 South Ave, Toledo 9, Ohio.*



Boom and Hook

Designed for handling odd-shaped loads such as pipe and slung barrels, etc., this attachment reaches out to pick up the load and retracts for transporting. If load is to be tiered, the truck elevates it to proper height, extends forward and deposits. Length of the boom varies according to application. Maker claims exceptional maneuverability allows truck to handle loads up to 4' long in aisles 78" wide. Boom can be interchanged with standard forks. *Raymond Corp, Green, N.Y.*

Mechanic's Cabinets

Included in the "B-Line" are 6 chests with 2, 3, 5, or 8 drawers, plus a 3-drawer roller cabinet with heavy-duty roller slides. The B-63 3-drawer Roller Cabinet is sized to permit the use of either the 8-drawer B-48, the 5-drawer B-45 or the 3-drawer B-43 Mechanics' chest on top. The cabinet is 18x26⅜x32¼ in. The 8-drawer B-48 and 5-drawer B-45 have a felt-lined small drawer for delicate instruments. All chests have lift-out tote trays. *Waterloo Valve Spring Compressor Co, Waterloo, Iowa.*

Volt-Amp Tester

Model 401 Resistance Tester tests and adjusts automotive generators and regulators. Meter scale range covers both 6 and 12-volt systems, and provision is made to read generator outputs up to 80 amps. Special low-reading scale (0-2 volts) is said to provide for detecting electrical losses in vehicle wiring and to make possible individual cell testing of batteries. Testing leads are long enough for trucks and passenger cars. *King Electrical Equipment Co, Cleveland 5, Ohio.*

Materials handling

NON-POWERED ADJUSTABLE DOCKBOARD (Model 1200) requires no expensive alterations for installation. It's a counterweighted system that bolts onto top of dock. Backing truck automatically lowers the ramp to working position. As truck is loaded, adjustable ramp section tilts automatically to compensate for load-level differences. *Kelley Co, Inc, 2129 West Mill Rd, Milwaukee 9, Wisc.*

CANTILEVERED TELESCOPING CONVEYOR (no legs) is said to be highly maneuverable in shorter vans and drop-frame trucks. First section rests on dock or truck bed, and telescoping sections are extended up to 18 ft, with a 10-lb pull. Two-section model extends up to 18 ft, three-section up to 30 ft. *Wilkie Co, 5520 Arch St, Philadelphia 39, Pa.*

STEEL-REINFORCED RUBBER DOCK BUMPER comes in 6-ft lengths, 6 in. wide. Can be installed horizontally or vertically, using galvanized nails or screws. *St. Clair Rubber Co, 440 E Jefferson Ave, Detroit 26, Mich.*

PUSHER ATTACHMENT for 2000 and 3000-lb capacity Cargo Scout electric fork trucks. It permits mechanical unloading of packaged or bagged material from take-it-or-leave-it pallets, or directly from the truck's forks. *Elwell-Parker Electric Co, 4205 St. Clair Ave, Cleveland 3, Ohio.*

3-WHEEL GAS FORK TRUCKS (rider type) include capacities from 1500 to 3000 lb. Clutch has simplified 3:1 gear reduction between engine and transmission. Maker says this ratio results in less clutch wear, also lurch-free operation. Horizontally-mounted clutch and power train permit independent replacement of parts. Planetary 27:1 steering is standard. Tires are pneumatic. *Mercury Mfg Co, Div Pettibone Mulliken Corp, 4700 W Division St, Chicago 51, Ill.*

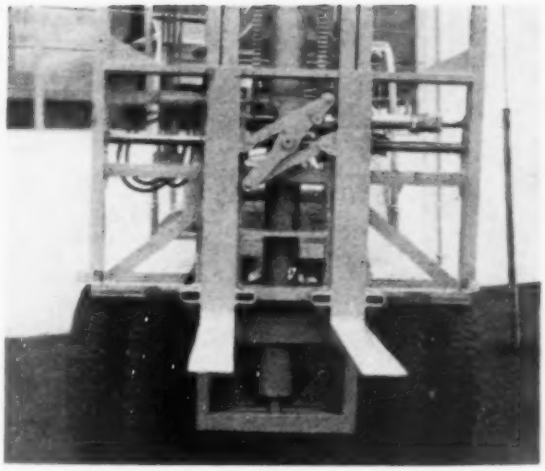
HAND LIFT TRUCK FOR FRAGILE LOADS. With five strokes of free-steering non-flying handle it lifts 3 in. Loads can be lifted and steered with balanced handle at any point in 200-deg arc. Hydraulic load release is said to completely cushion descending loads. Capacities: 2500 to 4000 lb. *Automatic Transportation Co, Chicago 20, Ill.*

CARTON CLAMP FOR SMALL TRUCKS. Equipped with side-shifter, it's used with Moto-Truc electric walkie and small rider-type models, high or low-lift. Clamp is operated by pair of double-acting hydraulic cylinders, powered by same pump and motor used for lift and tilt mechanism. Hydraulic circuit includes automatic pressure-relief valve, and a check valve to maintain pressure in case of hydraulic failure. *Moto-Truck Co, 1959 E 59th St, Cleveland 3, Ohio.*

ELECTRIC STRADDLE STACKER is a "walkie" with articulated drive unit, traverses 3 in. up and down to compensate for uneven floors. In two models (2000 and 4000-lb capacity) the stacker can lift 94 to 130 in., depending on size of upright. Steering handle turns 90 deg each direction, applies brakes automatically in vertical or horizontal position. *Clark Equipment Co, Battle Creek, Mich.*

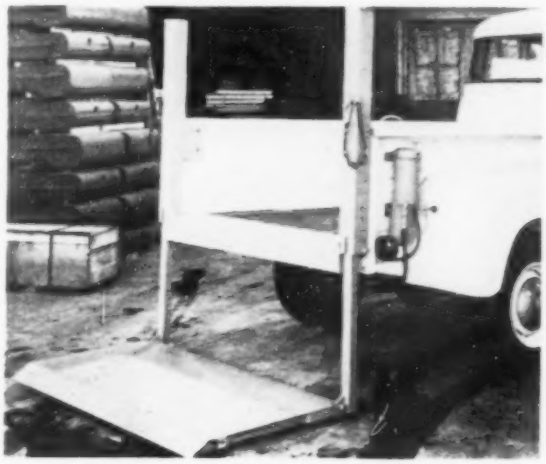
HYDRAULIC HAND LIFT TRUCK weighs less than 250 lb with 48-in. platform, handles skid loads to 2500 lb. Frame is all-welded, ribbed, aircraft-type construction. Ten strokes lift 4½-in. Hydraulic lift pump and ram are housed as unit, may be removed by unscrewing one retaining bolt. Screwdriver adjusts needle-type lowering control valve. *Barret-Cravens Co, 628 Dundee Rd, Northbrook, Ill.*

MULTIPLE-DRUM HANDLER for Yale trucks picks up five standard 55-gal. drums at a time. Drums rest on wide plate to which are welded six 3-in. diameter rams. The device attaches directly onto fork carriage, secured by hangers and bolts. Ram at operator's left is 4 in. longer to act as guide when inserting rams into stack of drums. Attachment is designed to articulate a short distance around a central pivot to compensate for loads not placed parallel with ground. *Yale & Towne Mfg Co, Philadelphia 15, Pa.*



Hydraulic Fork Spacer

Operator can adjust spacing of forks on this lift truck to accommodate pallets of different widths, as well as loads of various size and shape. The adjustment is hydraulically controlled. Another advantage of the specially engineered carriage is the hydraulic side-shift accessory which permits lateral shifting of loads to right or left for more exact placement. The side-shift reduces driver fatigue because it eliminates the need for re-positioning the truck in order to achieve perfect load alignment. Maker says design provides quick adaptability, plus greater flexibility in handling products or raw materials in receiving, production, and storage operations. *Gerlinger Carrier Co., Dallas, Ore.*



Pickup Lift Gate

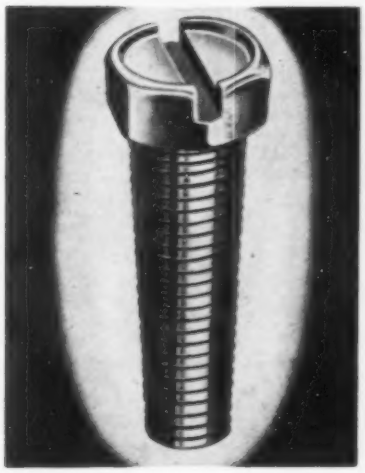
This new Express-O-Lift comes as a single unit that can be bolted to the truck in place of the original tailgate. It's specifically designed for ½ and ¾-ton pickup trucks with express-type bodies, and it raises and lowers loads up to 800 lb. The loads are lowered by gravity and lifted by means of a hydraulic mechanism which is driven by a small electric motor powered by the truck's battery. Only one wire is required for connecting the gate to the truck's battery. A single lever controls all of the gate operations, and there's an automatic control that's said to stop the gate instantly if the driver releases the lever. The manufacturer claims this inexpensive Express-O-lift requires little or no maintenance. *Anthony Company, Streator, Ill.*

Semi-Frameless, One-Piece Dump Trailer

The aluminum dump trailer has a 3000-lb extra payload advantage. Body is a formed, one-piece unit with a 1½-in. flange to which the side panel (also a formed, one-piece unit 48 in. high) can be welded. The trailer is 22 ft long, has a 26-cu yd capacity, and weighs 8900 lb—including 150 lb of oil in the hydraulically operated, five-sleeve telescopic lifting cylinder. This is approximately 3000 lb less than a conventional steel trailer, maker claims. Body rigidity is obtained through widely spaced longitudinal I-beams, boxed cross-members, supporting tapered pyramids flared to cover a large area on the rub rail, and boxed and capped upper flange of side panel. All-aluminum body has steel latching mechanism, bearings, bushings and pins; and each part has a grease fitting. The design gives increased vertical and lateral strength, minimizing deflection; and it allows installation, without added height. *Lodestar Corp, Niles, Ohio.*

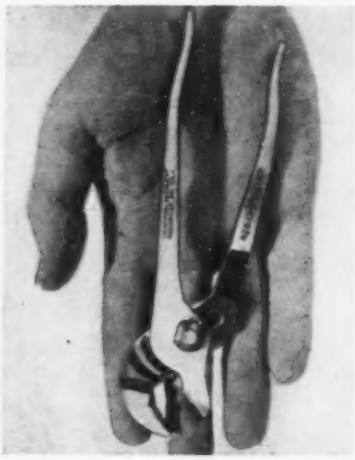
Electric Hand Lamps

Model 264, a combination whitelight and red flasher, features thermal flasher unit, contained in the bulb, eliminating need for separate flashing mechanism. Also features sealed-beam heads. Operates on two standard 6-volt lantern batteries. Adjustable flasher arm is used in upright or horizontal position. Two separate switches, operating both lights, are covered with a rubber boot to prevent moisture and dirt from entering. *U-C- Lite Mfg Co, Chicago, Ill.*



Taper Plug

"Sealace," a new taper plug for pinning or lacing cracked engine blocks, heads or other castings. Slotted hexhead, permits tightening with wrench or screw-driver. Manufactured of a specially developed steel alloy, maker claims these plugs withstand extremes in temperature and the pressures of expansion and contraction. Taper also permits them to be tightened without channeling or other unnecessary operations. *United States Repair Corp, 2500 E York St, Philadelphia 25, Pa.*



Pocket-Size Plier

The 6½-in. long Channellock No. 426 provides gripping power in hard-to-get-at places. Patented interlocking tongue-and-groove channels prevent slippage regardless of gripping pressure applied. Instrument has five adjustments with jaw capacity up to ⅞ in. in parallel position. Drop forged from special alloy steel. Because of its pocket size, the plier is a useful tool on a number of automotive service jobs, maker claims. *Champion DeArment Tool Co, Meadville, Pa.*

Portable Steam Cleaner

This electric cleaner operates on a "one-fill" basis, without water connections, and requires only a 220-v electrical connection. One filling of water furnishes a steam supply for approximately 4 hours of continual use. UL listed safety features allow constant electrical hookup which assures a supply of steam for up to two days of intermittent use. The unit is self-contained; operates without flames; doesn't need extra ventilation. Weighs about 135 lb. *Polaris Industries, Roseau, Minn.*

New literature

TWO-WAY MOBILE RADIO EQUIPMENT. 38-page publication. ECR-497, illustrates wide range of equipment designed to fit individaul needs based on present FCC rulings. *General Electric Communication Products Dept, Syracuse, N.Y.*

"ENGINE COOLING SYSTEM" up-to-date manual deals with the operation and problems of automative cooling system. Designed for automobile service men it gives graphic examples of each function and maintenance procedure. *National Carbon Co, 30 E 42 St, New York 17, N.Y.*

ACRYLIC REPAIRS Pamphlet describes 3-point system for repair of new acrylic lacquers. System requires only three acrylic products. Duracryl Sealer, Thinner, and Lacquer Colors. *Ditzler Color Div, Pittsburgh Plate Glass Co. Detroit 4, Mich.*

SURVEY OF CANNED FRUITS AND VEGETABLES INDUSTRY. Report entitled "Transportation and Distribution of Products by Canned Fruits and Vegetables Industry: 1954" presents statistics on relative volume of goods hauled by each means of transport, sales by market channels and geographic areas. Price 50¢. *Bureau of the Census, Washington 25, DC.*

DECAL BOOKLET, called "How to Show Off," contains handy ideas for application of decals, helpful suggestions on showing off equipment and services. *Superior Decals, Inc, 2829 Forth Worth Ave, Dallas 11, Tex.*

COLLECTIVE BARGAINING IN TRUCKING INDUSTRY. 34-page analysis on bargaining problems, history of attempts to solve them, and recommendations designed to produce maximum results across the bargaining table. *Public Relations Dept, American Trucking Assns, 1424 Sixteenth St, NW, Washington 6, DC.*

"HOW TO REPAIR TUBELESS TIRES," is a four-page report covering electric and chemical repair methods, both pictorially and in text. *Dill Mfg Co, 700 East 82 St, Cleveland 3, Ohio.*

HIGHWAY TRANSPORTATION STORY. 3rd edition, is a factual account of highway transportation progress and its immediate effect on industry and life of the individual. An excellent public relations tool. *National Highway Users Conference, National Press Bldg, Washington 4, DC.*

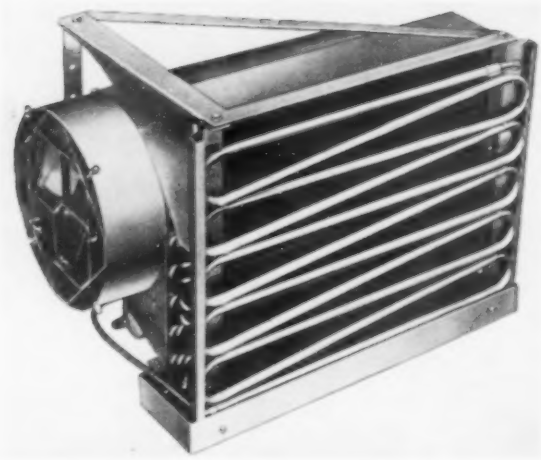
LUBE DETERGENT-INHIBITOR. Pamphlet describes field tests on Paranox 302 for automotive and diesels lubricants. Tests covered two million vehicle-miles. *Enjay Co, Inc, 15 W 51 St, New York 19, N.Y.*

TRANSMISSION SERVICE MANUAL. Reference guide covers all Fordomatic, Merc-O-Matic, and Lincoln Turbo-drive transmissions from 1950 through 1957. Price $4.50. *Paul-March Co, 520 W Fort St, Detroit 26, Mich.*

INTERNAL COMBUSTION ENGINE VALVES. Collection of technical papers previously available through various engineering and technical journals, now assembled in one package and made available to fleet personnel. Price $10. *Thompson Products Inc, 1455 E 185th St, Cleveland, Ohio.*

CUMMINS COST COMPARATOR, slide chart that compares fuel costs of diesel and gasoline engines, shows the savings possible on mileage basis, and information on hourly basis for off-highway application. *Cummins Engine Co., Inc, 1000 Fifth St., Columbus, Ind.*

PM FOR ELECTRICAL UNITS. Supplement to previous handbook covers care, maintenance and testing procedure for new electrical units such as dry-charge battery, external distributor, enclosed shift levers, generators, regulators, rectifiers. Prices: Supplement DR-324A, $1.00. Handbook DR-324, $1.50. *Remy Div, General Motors, Corp, Anderson, Ind.*

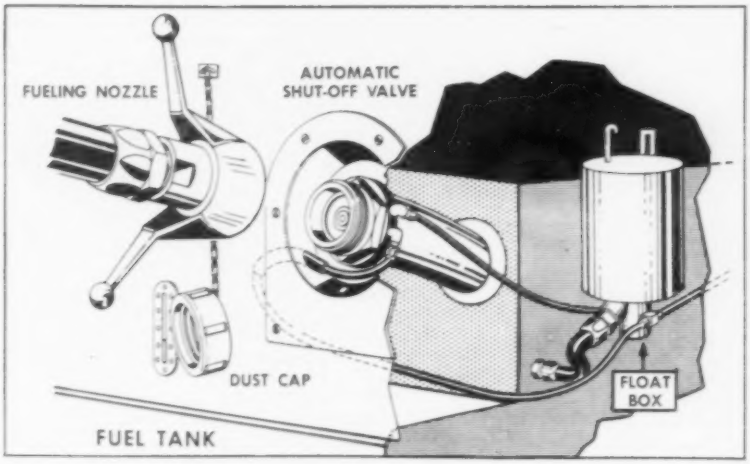


Truck Refrigeration Blower

The Turbo Jet Blower permits automatic defrosting without a high upswing in body temperature during defrost cycle. During defrost cycle refrigerant passes through a secondary coil while primary coil is defrosted by natural air circulation. During refrigeration cycle, the secondary coil defrosts. Thermostatic switch and solenoid valve are included. When thermostat measures a frost forming condition on main evaporator coil, secondary coil is thrown into circuit. When main coil goes back into operation, secondary coil is shut off, and body air drawn over it will defrost the coil during normal refrigeration cycle. Blower operates with mechanically or hydraulically driven units. *Kold-Hold Div, Tranter Manufacturing, Inc, Lansing 9, Mich.*

Separate Gun and Cup

New "remote-cup" system of spray painting lessens operator fatigue because it lightens the gun—also makes gun more maneuverable in hard-to-reach areas. Gun can be used at proper angle on all surfaces, there's no drip from vent holes to spoil horizontal surfaces, and overspray is reduced. Cleaning is easier, too—the large mouth cup and small fluid hose can be cleaned with a small amount of solvent. Maker says pressure-feed control permits better over-all job with wider variety of paint materials. Equipment consists of gun, two connecting ¼-in. hose (black for fluid and red for air), and two-quart cup with regulator, built-in safety valve, air-adjustment and relief valves and pressure gage. *DeVilbiss Co, Toledo, Ohio.*

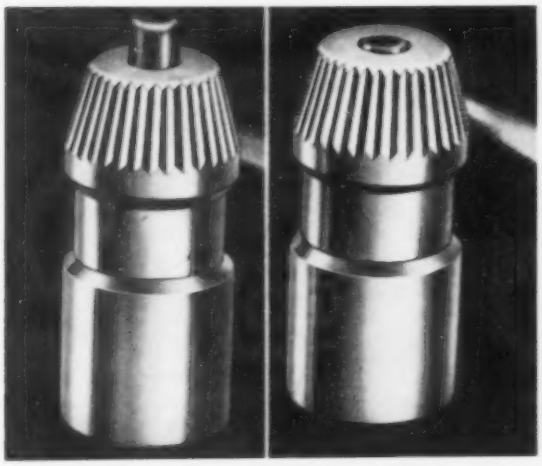


New Fittings Permit Unattended Tank-Loading

A new self-sealing coupling and shutoff valve unit has been developed by Aeroquip which permits unattended liquid transfer for any large tank-loading operation. The coupling is designed in two parts, one section serving as the filling nozzle, the other mounted in the tank. Both coupling halves seal automatically without spillage when disconnected. Automatic shutoff is accomplishd by means of float box which is mounted on tank at desired level. This actuates shutoff valve unit and stops the flow at the predetermined level. According to the manufacturer, this arrangement permits an operator to supervise the filling of several tanks simultaneously without fear of spillage or overflow. Also, where applicable, the self-sealing feature of the coupling permits bottom loading of tanks. This equipment is available for handling water, diesel fuel, lube oil, kerosene, and most petroleum-based products. With manufacturer-recommended modifications, couplings can be used in the chemical field. *Aeroquip Corp, Jackson, Mich.*

Wheel-Bearing Packers

Model 842 wheel-bearing is designed for original 120-lb refinery drums. Mounted on a two-wheel dolly truck, Kleen Pak is moved easily. Comes with an adjustable, rust-proof drum cover, fitting drums up to 15 in. in diameter. Portable Model 843 has two grease gun brackets. The packer and pump assembly is removed as a single unit, and all-steel container is refilled with up to 30 lb of lubricant. Both models are equipped with packer and pump assembly. *Lincoln Engineering Co, St. Louis 20, Mo.*



Tire-Pressure Indicator

Precision engineered and road-tested No-Lo indicators, which screw on valve stem of each tire, constitute miniature pressure gages. When red tip of pressure-control rod is visible (photo at left), air is at safe level. When it slides back into valve (photo at right), tire has lost more air than is safe for proper operation. The units are pre-set at factory on basis of tire manufacturer's recommendations or purchaser's specifications. Settings cannot be changed once released by factory. The indicators are 1 in. long, ⅞ in. in circumference, weigh 1/6 oz. They're made up in 5-lb increments for truck tires (40-105 lb), and 2-lb increments for car tires (22-34 lb). Installation is by hand. *Frebank Co, Glendale, Calif.*

Volt-Amp Tester

"Model Vat-9" is suitable for 6, 12, 24 and 32-volt systems. Only one hook-up is necessary to perform all tests on generators and regulators. Other features include two ammeter leads, 45 in. long, made with extra flexible copper rope stranding; twin volt leads—one equipped with a bare grounding clip and the other with a black insulated clip; a polarity switch; and an operating instructions manual. Color tie-in sequences are another feature. All pertaining to current is red from the lead insulator, to switch information, to the dial designations and divisions; and all pertaining to voltage is black from the insulator, to switch information and dial scale. *Auto-Test Inc, 600 S Michigan Ave, Chicago 5, Ill.*

Ed Eckert reports on:

Products In Use

Have you ever wondered what happened to some of the new products you read about a year or so ago? Have they been successful? Who is using them? Have there been any improvements? We know, on FLEET OWNER, that you have wanted the answers to these questions but the problem has been "How do we let our readers know?" Most of these stories are not big enough to be "features," so this column is our solution. Each month, we'll use this space to give you the low-down on how some of the "new products" of a year or so ago are making out in the field.

This month, the subject is corrosion and how products of the Johns Manufacturing Co. have worked to combat it. When you paint the chassis of a truck, you're fighting corrosion. But, what about the corrosion that takes place inside the engine? You can't paint the inside of an engine or radiator.

Automotive engineers recognized long ago that the main cause of engine wear and deterioration was a chemical one rather than mechanical.

Sacrificial Metals Check Corrosion

The first device Johns introduced was called Magna-Power. This is simply a magnesium alloy rod which is made a part of the oil-pan drain plug. A small magnet is included which catches and holds any stray metal particles. It works on the principle that magnesium, more active chemically than iron, "sacrifices" itself in the presence of certain acid compounds that form in lube oil. Thus, the acids attack the magnesium instead of cylinder walls and other engine parts. The net result of this is to reduce the engine-wear rate. Results of a comparative test run on a fleet of door-to-door delivery trucks seem to bear this out. In the test, a group of trucks were fitted with the Magna-Power oil-pan plug and they were operated under the same conditions as the standard units.

Over 420,000 miles were covered by the vehicles during the test. Over-all average cylinder wear for the Magna-Power equipped units was 0.000553 inches per 10,000 miles, as compared to 0.003071 inches for the other vehicles, a difference of about 5.5:1.

Fuel Tanks Get Protection, Too

Fuel oil and gasoline storage tanks are subject to the same type of corrosion and sludge formation as occurs in a crankcase. So the Magna-Bar was adapted for fuel tanks. For the new job, a special magnesium alloy bar is suspended in the tank from a wire attached to the tank cap. It operates on the same principal as Magna-Power and has the effect of greatly retarding the formation of sludge and varnish. At the same time, it neutralizes the corrosive acids which tend to form in time. This device was tested independently for over a year by the York Research Corp., of Stamford, Conn. York found that there was a minimum of 100 times more sludge in the control tank than in the tank fitted with Magna-Bar. Also the condensate, which normally forms in all storage tanks, was actually maintained in an alkaline condition instead of becoming acid and corrosive as it normally would.

Although the exact chemical action involved in the "sacrificial metals" principal of corrosion control is not fully understood, it is generally accepted that the use of highly positive metals such as magnesium can greatly retard lube-oil deterioration. For more details write to Win Johns, Johns Mfg Co, Middlesex, N. J.

NEW VALVE FOR AIR-SUSPENSION SYSTEMS is said to maintain automatically the most desirable axle-to-chassis height. Called Levelator valve, it has large orifices that provide rapid corrections for height changes, except for normal suspension motion caused by road irregularities. A time-delay conserves air by actuating valves only after a sustained change in height. This time delay is adjustable to the requirements of the load. *Republic Mfg Co, 15655 Brookpark Rd, Cleveland 11, Ohio*

PLATFORM TRAILERS, used extensively for on and off-the-highway hauling of concrete block, brick, lumber, steel, building material, construction equipment and similar loads, are especially designed to meet load-carrying requirements with maximum payload capacity. They feature full-length electrically welded wide-flange main beams and extra-deep outer rail frame construction. Model PX is available in any standard length. *Transport Trailers, Inc, 1200-34 Twelfth St, S. W., Cedar Rapids, Iowa*

TRUCK TRAILER is built with a low floor level, in a straight line design, with a kingpin engineering into the under-structure, to achieve maximum height and full utilization of every inch of inside loading area. Full-height hinge butt, together with a rugged water-table and bottom bumper bar completely frames the recesses and protects the rear doors. *Copco Steel & Engineering Co, 14035 Grand River, Detroit 27, Mich.*

FILL-PIPE EXTENSION provides simple solution for raising pipes so that fill box may once again be flush when existing pavement is being "blacktopped." Installed by removing existing fill box, screwing extension to pipe and installing new fill box. Unit is available in three sizes. *Universal Valve Co, Elizabeth, N. J.*

REFINISHING ENAMEL uses a chemical product called Isophthalic. It's said to make high gloss enamels retain their initial gloss up to 200% longer than enamels made with conventional resins. *Oronite Chemical Co, 200 Bush St, San Francisco, Calif.*

VANE TYPE HYRAULIC PUMPS for steering systems of trucks with heavy front-axle loading. The design incorporates an integral-flow control and pressure-relief valve which eliminates mounting an extra valve unit. Vickers V200 series has rated capacities of 5, 8, and 11 gpm at 1200 rpm. Pump's maximum speed is 2200 rpm. Available with controlled flow rates of 2, 4, 6, and 7 gpm at relief valve setting of 750 or 100 psi. *Vickers Inc, Detroit 32, Mich.*

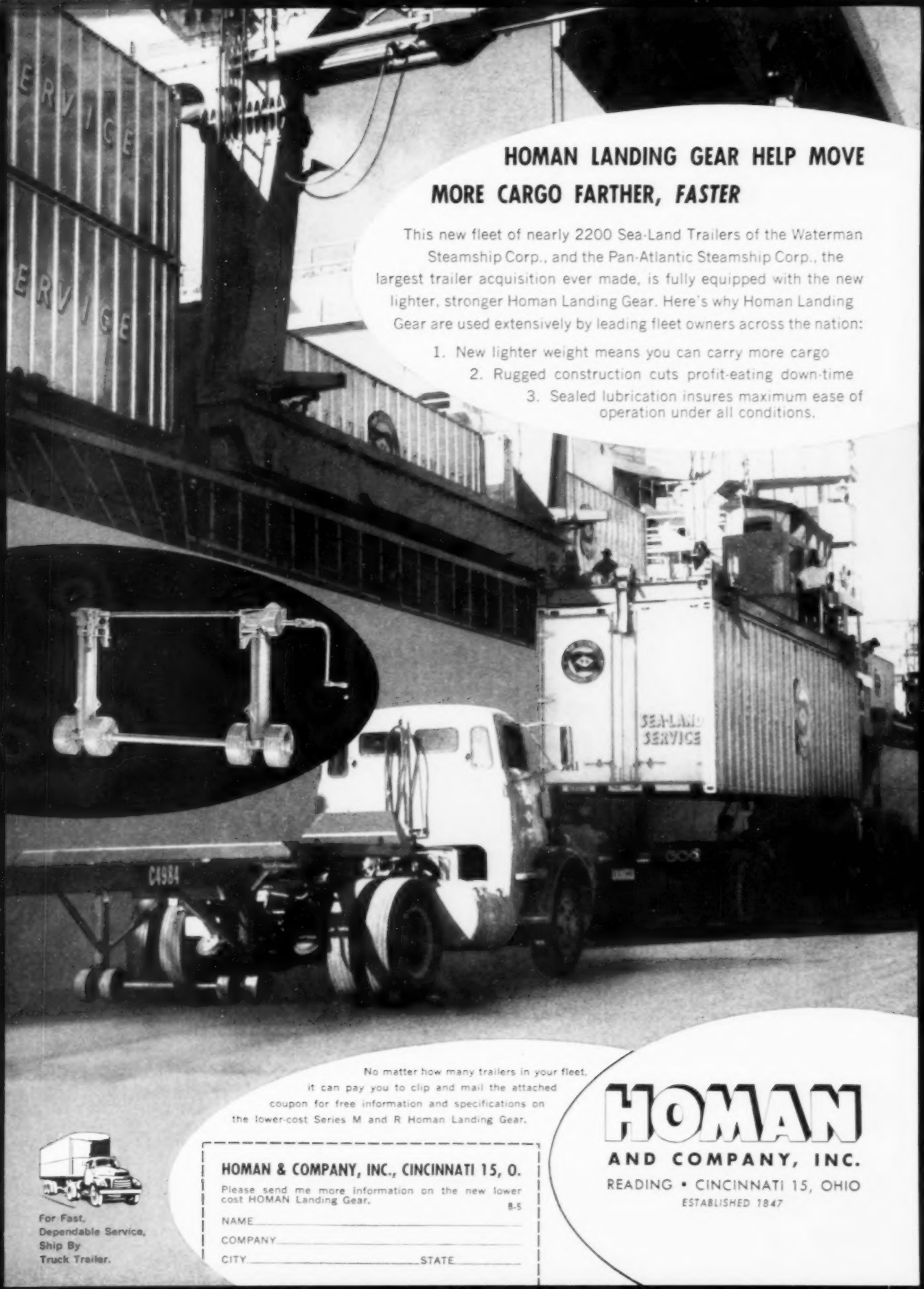
VALVE PUSH ROD & TAPPET CARRIER enables mechanic to keep valve push rods and hydraulic lifters in proper order after removal. *Wohlert Corp, Lansing 5, Mich.*

MULTIPLE CONNECTOR. AMP-lok is self-anchoring, polarized unit which eliminates need for supplementary mountings in through-panel applications. *AMP Inc, Harrisburg 20, Pa.*

FLOOR-CLEANER MAGNET ATTACHMENT picks up nails, nuts, washers and other ferrous materials that may fail to enter airstream of pickup nozzle. It's optional with the Floormobile which cleans 20,000 sq ft an hour. *Handling Devices Co, 43 Pearl St, Brookline, Mass.*

PLASTIC SKYLIGHT, installed in roofs of trailers and freight cars, admits more than 50% daylight without reducing strength of construction. Panels let in enough light to read even the small print of shipping labels. It is watertight and weatherproof. *Strick Plastics, Perkasie, Pa.*

HEAVY-DUTY JET CLEANER called Hydro Steam-Jet Cleaner. This self-contained all-electric unit delivers hot water and/or saturated steam at pressure up to 185 psi. Lightweight lance, with rotatable nozzle, directs water or steam at high velocity on surfaces to be cleaned. Available for 220, 440, or 550-volt, 3-phase, 60-cycle power supply. May be made portable at extra cost. *Pantex Mfg Corp, PO Box 660, Dept SG, Pawtucket, RI.*



HOMAN LANDING GEAR HELP MOVE MORE CARGO FARTHER, *FASTER*

This new fleet of nearly 2200 Sea-Land Trailers of the Waterman Steamship Corp., and the Pan-Atlantic Steamship Corp., the largest trailer acquisition ever made, is fully equipped with the new lighter, stronger Homan Landing Gear. Here's why Homan Landing Gear are used extensively by leading fleet owners across the nation:

1. New lighter weight means you can carry more cargo
2. Rugged construction cuts profit-eating down-time
3. Sealed lubrication insures maximum ease of operation under all conditions.

No matter how many trailers in your fleet, it can pay you to clip and mail the attached coupon for free information and specifications on the lower-cost Series M and R Homan Landing Gear.

HOMAN & COMPANY, INC., CINCINNATI 15, O.

Please send me more information on the new lower cost HOMAN Landing Gear. B-5

NAME _____

COMPANY _____

CITY _____ STATE _____

HOMAN

AND COMPANY, INC.

READING • CINCINNATI 15, OHIO

ESTABLISHED 1847

For Fast, Dependable Service, Ship By Truck Trailer.

48'er VAN EVERYTHING

VERSATILITY • ECONOMY • RUGGEDNESS

VERSATILITY

The design of the 48'er Van is flexible enough to fit any hauling requirements you have. Straight frame or drop frame, dry cargo van or insulated reefer van, the 48'er will be designed to your specifications. The size unit you need for your special hauling needs is offered with heights and lengths optional with 93" inside width. East- or West-Coast tandem setting is optional.

ECONOMY

Economy in the 48'er Van is achieved through mass purchasing by three manufacturers. Volume buying has resulted in lower unit cost on all normal parts. Steel is used strategically for strength, aluminum is used for beauty and light weight, giving you the most economical composite unit on the road. Purchasing savings are passed on to you. Get the full 48'er Van story and you'll find you can get more dollars worth of trailer in this unit than in any other.

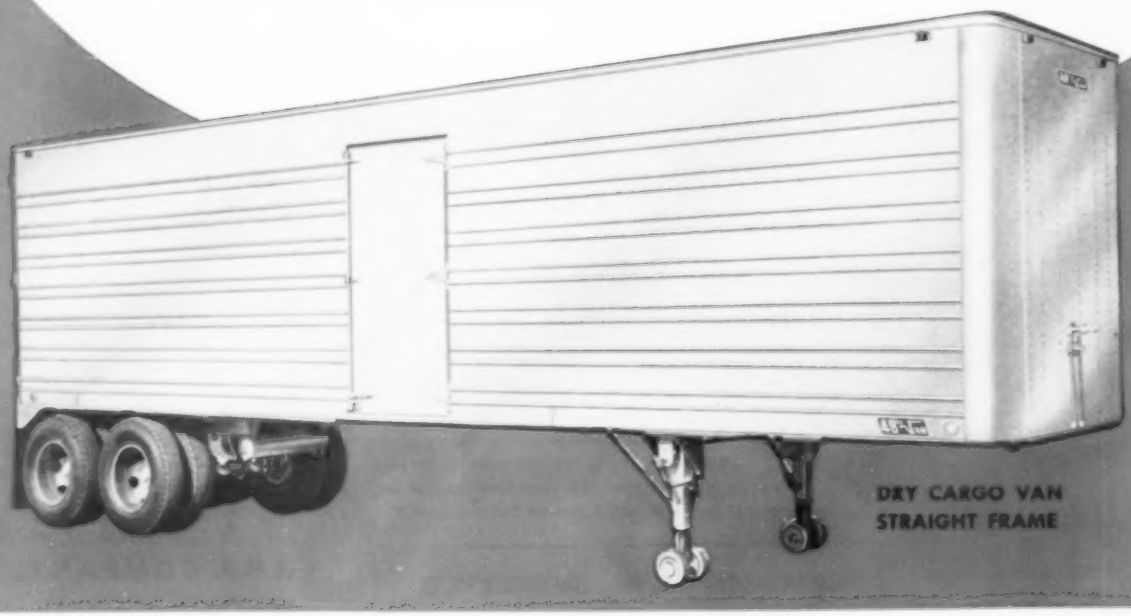
RUGGEDNESS

From the flanged, wide-angle skid plate to the welded, heavy-gauge steel rear frame assembly the 48'er Van is built as rugged as they come. This unit is built to haul maximum loads to the state legal limits trip after trip, year after year. Close rivet pattern, rolled steel vertical posts, heavy-duty cross members, one-piece top and bottom side rails give maximum strength per pound of weight. Through unique design the plywood lining fits snugly between the rolled steel uprights giving a smooth inside wall. The strong 10" front corner radius outside gives you a 4¾" radius inside for maximum cargo space.

Utility Trailers
LOS ANGELES, CALIFORNIA

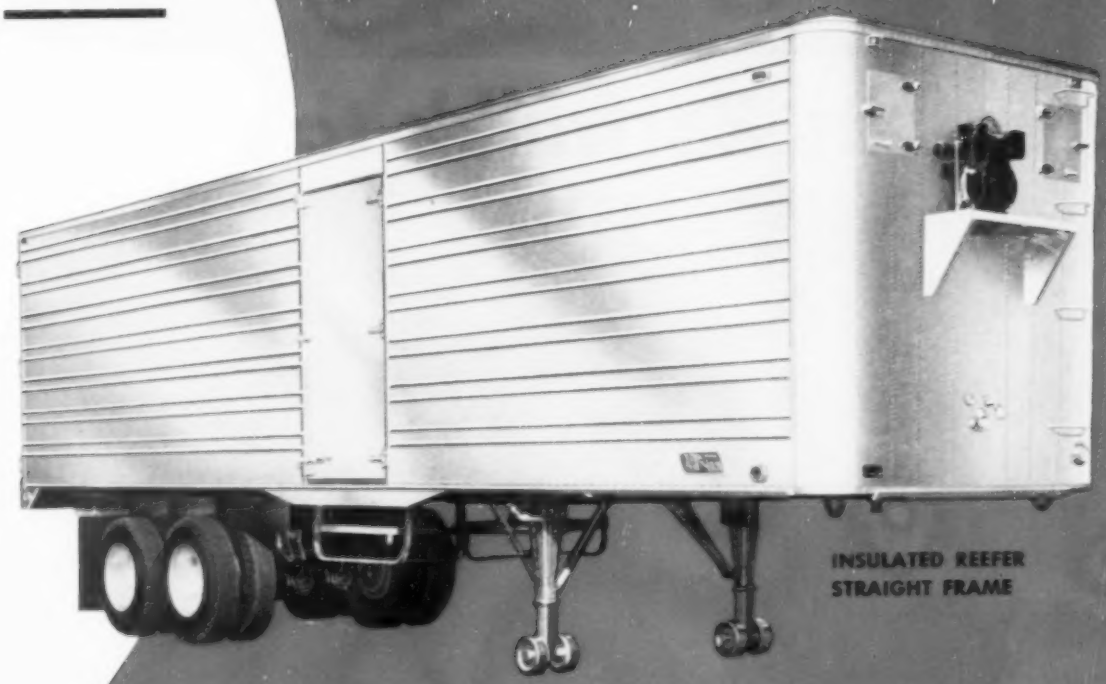
American Trailers
OKLAHOMA CITY, OKLAHOMA

Great Dane Trailers
SAVANNAH, GEORGIA

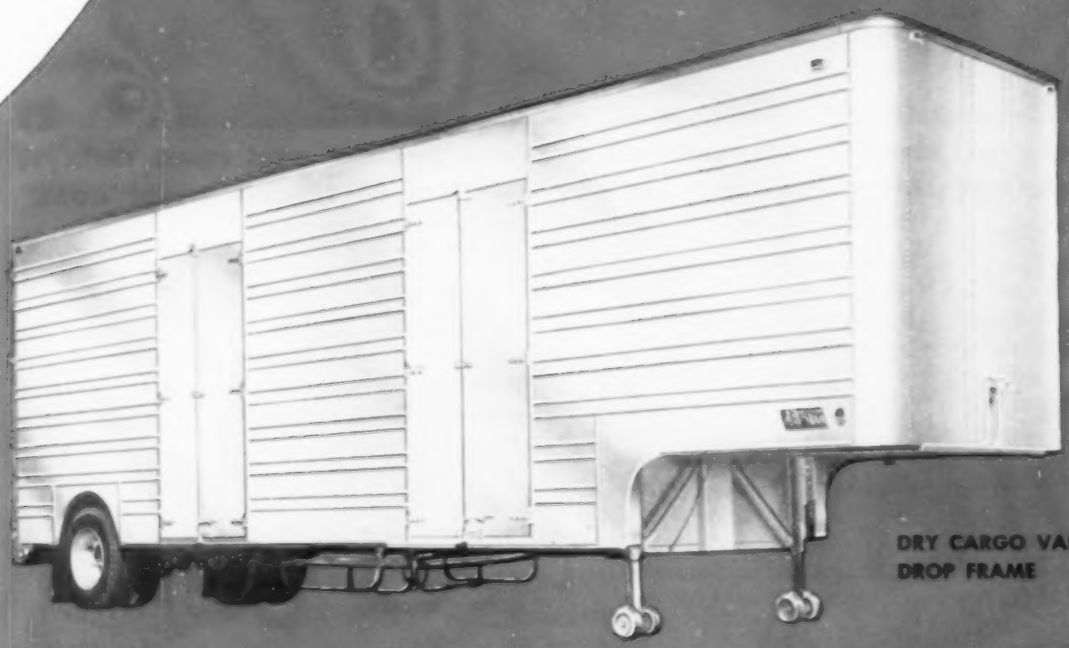


DRY CARGO VAN
STRAIGHT FRAME

YOU WANT IN A TRAILER



INSULATED REEFER
STRAIGHT FRAME



DRY CARGO VAN
DROP FRAME

SO OUTSTANDING THREE COMPANIES BACK IT!

Nylon cuts Norwalk's tire costs

"Nylon cord tires have reduced carcass breaks and road delays. Now we get more service from our 3,400 vehicles, at lower cost"

REPORTS HERALD HOWELL, TIRE MANAGER AT NORWALK TRUCK LINES IN OHIO

"Today all the replacement tires we buy are made with nylon cord," says Mr. Howell, shown above as he and Norwalk's maintenance supervisor inspect a set of nylons. "I expect about 125,000 miles' service on original tread and 40,000 miles on each retread with the 10:00x20 extra tread tires shown here. Our mileage records indicate that nylon cord tires last 10% longer on original tread than tires made with ordinary tire cord. What's more, costly road delays have all but disappeared with the use of nylon. When recapped, these tires stand up better because the tire body is tougher and runs cooler."

Operating out of Michigan, Indiana, and northern Ohio, Norwalk's 500 delivery trucks, 950 tractors and 1,950 trailers get heavy service, mostly on main highways where the heat generated by high speeds is severe.

"We started switching to nylon cord tires in the spring of 1953," says Mr. Howell, "and plan to complete the change-over among our 42 tire banks as soon as possible."

PROVE TO YOURSELF that nylon's advantages lead to lower tire costs, whatever road and load conditions are. Du Pont makes the tough nylon that goes into the tire. You can get long-lasting nylon tires under any brand name. Ask your dealer to tell you about nylon cord tires.

BETTER THINGS FOR BETTER LIVING
...THROUGH CHEMISTRY

DU PONT

Enjoy the "Du Pont Show of the Month" on CBS-TV

THE SAFEST, STRONGEST TIRES ARE MADE WITH NYLON

READY FOR THE ROAD WEIGHT COMPARISON

COMPONENT	WEIGHT IN POUNDS PRESENT VEHICLE (LEAF SPRING)	NEW CONCEPT (AIR SUSPENSION)
CAB AND SHEET METAL	1,060*	500*
FRAME	750	350
FRONT SUSPENSION AND AXLE	600	500
REAR SUSPENSION AND AXLE	1,550	1,150
BRAKES AND CONTROLS	900	900
ENGINE AND CLUTCH	2,000	1,950
TRANSMISSION	500	500
FUEL AND EXHAUST SYSTEM	200	150
WHEELS AND TIRES	1,150	900
ELECTRICAL SYSTEM	200	200
RADIATOR	200	200
100 GALLONS OF FUEL	600	600
COOLANT	80	80
TRACTOR EQUIPMENT	500	400
READY FOR ROAD	10,290*	8,380*

Air Suspension Said to Cut Tractor Weights Nearly a Ton

GMC ENGINEERS have developed a concept of heavy-duty highway tractor with air suspension. According to Donald LaBelle, air-suspension development expert from GMC's truck and coach division, the new tractor would provide these five features:

(1) Ready-for-the-road weight reduced by almost 2000 lb.

(2) Fifth wheel and trailer floor five inches lower, by using not only air suspension but low-profile tires on both tractor and trailer.

(3) Comfortable ride—easier on the driver, easier on the cargo and easier on both the tractor and trailer.

(4) Lower operating cost due to reduced maintenance and elimination of lubrication.

(5) Constant floor height which will make loading and unloading easier.

"Both tractor and trailer must have air suspension . . .

. . . to fully realize the potentials of the air systems." That's the way LaBelle puts it. The use of air suspension will permit less rigid, lighter highway tractor construction, he says.

With most of the high-frequency road vibrations and shocks absorbed by the air system, says LaBelle, structural strength requirements will be much lower. Lightweight materials such as aluminum, magnesium and fiberglass-reinforced plastics can be substituted for steel.

New frame, wheel and tire designs will be possible with air suspension, in which rubberized nylon air bags replace conventional metal leaf springs.

"Trailer cube goes up, and tractor tare goes down . . .

. . . with the use of air suspension," continues LaBelle. "Vehicle height is the same whether it's empty or loaded, allowing full payload use of legal height limits in trailers. And eliminating the deflection space can account for 60 to 100 ft extra cubic feet. Savings in tractor tare weight mean more payload, too."

"THIS LUBRICANT SAVES US MONEY BY REDUCING LAY-UPS, PARTS REPLACEMENTS AND LABOR"

says INTERSTATE DRESS CARRIERS INC. of New York and Leighton, Pa.

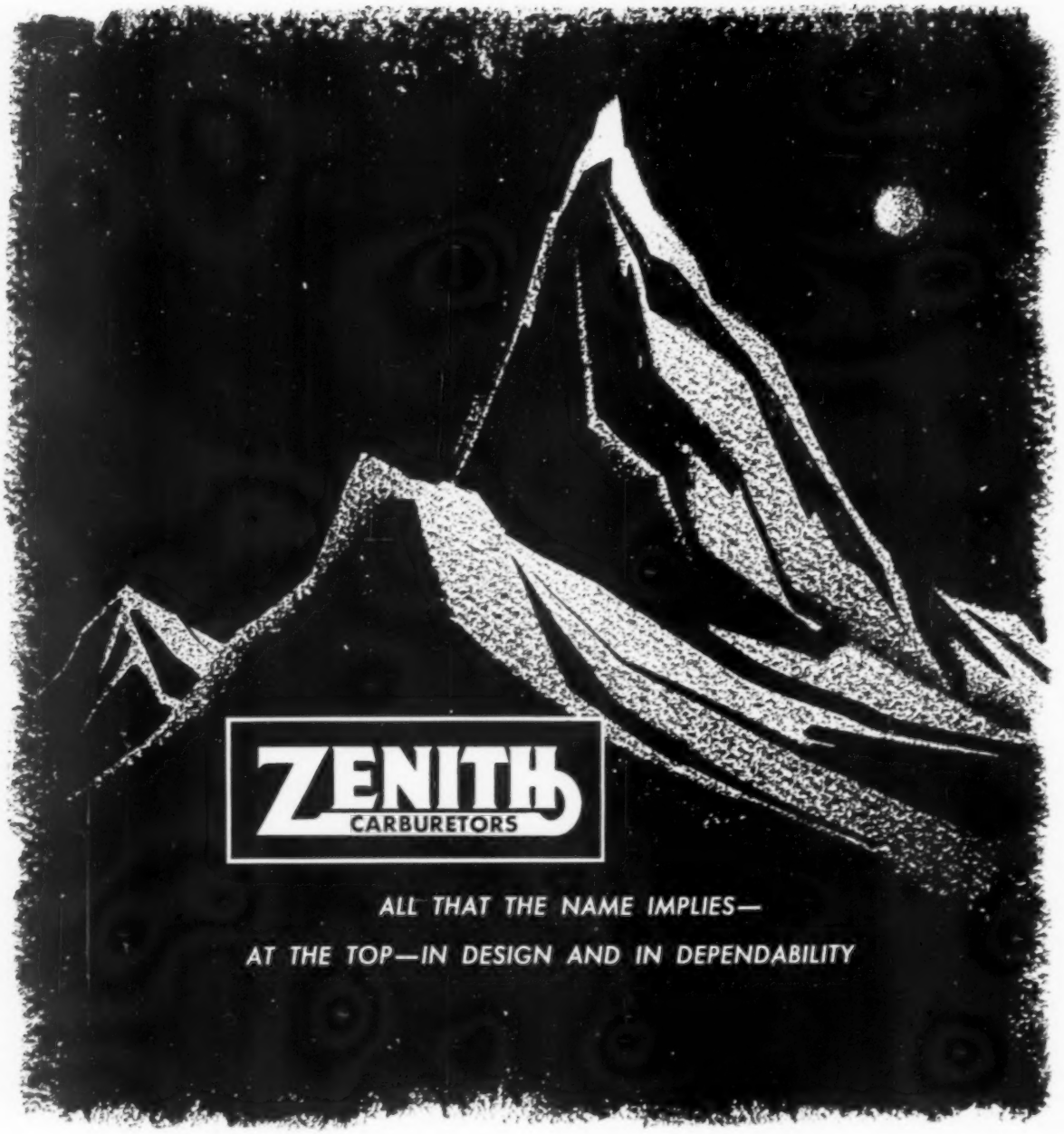
"If we were to state the percentage of savings we have made since using a LUBRIPLATE Lubricant for general chassis lubrication, it might appear that we were exaggerating. But our records speak for themselves. The four years we have used LUBRIPLATE have shown an astonishing drop in steering, universal joint and spring pin parts replacements. We plan to continue to use LUBRIPLATE exclusively."

Sidney Rothman, General Manager

REGARDLESS OF THE SIZE AND TYPE OF YOUR MACHINERY, LUBRIPLATE GREASE AND FLUID TYPE LUBRICANTS WILL IMPROVE ITS OPERATION AND REDUCE MAINTENANCE COSTS.

LUBRIPLATE is available in grease and fluid densities for every purpose . . . LUBRIPLATE H. D. S. MOTOR OIL meets today's exacting requirements for gasoline and diesel engines.

For nearest LUBRIPLATE distributor see Classified Telephone Directory. Send for free "LUBRIPLATE DATA BOOK" . . . a valuable treatise on lubrication. Write LUBRIPLATE DIVISION, Fiske Brothers Refining Co., Newark 5, N. J. or Toledo 5, Ohio.



We wish that we could guarantee you trouble-free carburetion under all operating conditions. We can, however, definitely assure you of the next best thing. With Zenith* Carburetors, your service requirements are fewer, carburetor life is longer and you will get far more reliable fuel control.

It will pay you to look for Zenith Carburetors on the new vehicles you buy. And when you overhaul, remember your local Zenith distributor can help a lot in supplying the right carburetor for every type of engine, no matter what size horsepower or design. **It is a fact—Zenith actually has more experience in more fields with more engine types than any other manufacturer.**

*REG. U. S. PAT. OFF.

Zenith Carburetor Division

696 HART AVE., DETROIT 14, MICH.

Export Sales: Bendix International, 205 E. 42nd St., New York 17, N. Y.

Bendix
AVIATION CORPORATION

Aeroquip Announces 2 Types of Truck Air Brake Hose with NEW SEGMENTED FITTINGS

Make Dependable Hose Assemblies Quickly! Only Pliers Are Needed!

Unique new Segmented Fitting assembles in seconds, fits any S.A.E. Type A or Type B hose, can be used again and again.

Male pipe and swivel nut hose fittings are available, with or without spring guard, to fit every application.

No machines, wrenches or special assembly tools are needed to make Aeroquip Air Brake Hose Lines. Just push the nipple into the hose and assemble the segmented socket with a pair of pliers.

Now, thanks to the revolutionary new Aeroquip Segmented Hose Fitting, you can *really* simplify air brake maintenance. Designed for use with Aeroquip Air Brake Hose (or any other S.A.E.-approved air brake hose), Segmented Fittings permit assembly of dependable air brake lines anywhere, by drivers or mechanics. Equipment downtime is reduced, long service is assured, and replacement costs are lowered substantially.

Two hose types are available: Aeroquip 2550 (S.A.E. Type A) Hose and 2570 (S.A.E. Type B) Hose. Both types meet specifications of S.A.E. 40R2 and both hose types and Segmented Fittings have been tested and approved by an independent testing laboratory and certified by the State of Pennsylvania.

Full information on new Aeroquip Air Brake Hose and Segmented Fittings are available. Mail the coupon below for engineering bulletin IEB-33A.

Aeroquip

AEROQUIP CORPORATION, JACKSON, MICHIGAN

INDUSTRIAL DIVISION, VAN WERT, OHIO • WESTERN DIVISION, BURBANK, CALIFORNIA
AEROQUIP (CANADA) LTD., TORONTO 19, ONTARIO

AEROQUIP PRODUCTS ARE FULLY PROTECTED BY PATENTS IN U.S.A. AND ABROAD

Aeroquip Corporation, Jackson, Michigan

Please send me a copy of Bulletin IEB-33A on Truck Air Brake Hose and Segmented Fittings.

FO-5

Name _____

Title _____

Company _____

Address _____

City _____ Zone ____ State ____

Funds Aid Future Teachers

Twenty-four scholarships for future teachers will be awarded in 1958 by Consolidated Freightways, Inc., announced President J. L. S. Snead Jr. The $500 "Highway to Learning" scholarships are offered to high school seniors living in terminal cities of C-F, its divisions or subsidiaries. From the program's beginning in 1951 until 1957, these aids have been granted without regard to career aims of the applicants. The scholarship rules were revised in 1957 to help counter the nation's alarming shortage of teachers, and the emphasis on teaching will continue in 1958."

When the college or university selected by a winner is a private institution, C-F will contribute an additional $250 for the institution's educational budget.

Torque wrench capacity *doubled* with new OTC e-x-t-e-n-s-i-o-n-s

Twice the range from your OTC torque wrench with an OTC extension. Snap extension on wrench drive, add the box-wrench or ratchet-drive end and you're all set. No complex figuring needed — just multiply dial reading by 2 (either foot-pounds or inch-ounces).

FULL LINE OF NEW OTC BOX-WRENCH and SQUARE-DRIVE ENDS

Wide selection of ends to fit OTC extensions: box wrenches from ¾ to 3½ inches; ¾, 1, 1½ inch ratchet square drives; ¾, 1, 1½ inch fixed square drives; 15° and double-offset box wrenches.

See your OTC distributor or write

OWATONNA TOOL COMPANY

304 CEDAR STREET OWATONNA, MINNESOTA

Michigan Spring Limits Lifted . . .

. . . during the thaw season on 3200 miles of the state's 9300-mile network of highways. Highway Commissioner John C. Mackie recently announced that the state has abandoned the traditional 25% load restriction during the spring.

According to Mackie, the highways can be kept open to full loads the year around "unless severe thaw suddenly develops."

New "frost-free" network . . .

. . . is the result of a mile-by-mile engineering study of the design and structure of all state truckline routes completed by the Michigan State Highway Department January 1, 1958.

The study showed that all Michigan highways constructed since 1940 are designed to carry full legal loads the year round. It also indicated that many miles of highways built prior to that time have a sufficient subgrade or special design features for year-around use.

Load restrictions have cost . . .

. . . Michigan upwards of $20-million annually in economic losses according to estimates. The economic loss to industry and commerce resulting from restrictions on the 9300 miles of truckline highway is said to be a serious problem.

"Because of increased shipping costs," Mackie said, "it costs more to get Michigan products into other states and to get raw materials out of other states into Michigan . . . It has also meant an increase in truck traffic on our highways because it took more trucks to carry the same amount . . ."

Plans for a new highway . . .

. . . have been laid. It's designed to carry legal loads during all seasons, will take five years to build and cost one-and-a-quarter billion dollars.

This is a start toward an all season trunkline system for industry and agriculture which, it is hoped, will connect every Michigan community.

NEVER A FIFTH WHEEL CATALOG LIKE IT!

TELLS ALL AT A GLANCE

You'll want a copy of Holland's new 5th Wheel Catalog, — it's the most complete assemblage of 5th Wheel data ever published, — and it is the most convenient reference source on 5th Wheels you ever saw. It will save you time, error, and confusion; — it will give you pleasure just to have it at hand. Your letterhead — or the coupon — will bring you a copy free.

The Coverage Is Comprehensive

All the different types of Fifth Wheels for regular, light and heavy duty . . . over the highway and off-highway . . . conventional, sliding, universal, oscillating, dolly . . . locks, brackets, plates, king pins . . . installing details . . . operation and care.

Holland Hitch

HOLLAND · MICHIGAN

HOLLAND HITCH COMPANY, HOLLAND, MICHIGAN

We'd like a copy of your new Fifth Wheel Catalog — please send us one.

NAME _____

ADDRESS _____

CITY _____ STATE _____ 1

"We've been 100% Ford

"We can balance our loads better and carry more with the new Ford Tilts. They ride smoother, too!"

"We have used Fords in our operation since the early 30's and haven't bought anything but Ford trucks since 1948. The 1958 Tilt Cab models purchased this year are ideal for our type of work.

"The transportation of merchandise is a very important part of our business since we deliver from our warehouse right to the customers' shelves. In the peak season our 40 trucks will travel as far as 1200 miles from our plant and will make over 1000 stops a day.

"Because we operate on such a small margin of profit, we must watch our expenses very carefully and cannot afford to have a truck out of service too long. However, we do take the time for thorough preventive maintenance and it sure pays off. We have one 1950 Ford 1½-ton model with over 137,000 miles on it and we've never had the heads off. We expect our newer models to do just as well.

"Our drivers find the Ford Tilt Cab models much easier to handle in heavy traffic. The wide-open visibility makes them excellent for over-the-road work, too. You can bet that our next trucks will be Ford Tilts, also."

Official registrations show ***AMERICAN BUSINESS BUYS MORE FORD TRUCKS THAN ANY OTHER MAKE!***

for the last 10 years"

Says Walter Booth, Supt. of Maintenance, B. A. Railton Co., Chicago, Ill.

B. A. Railton's busy fleet of Ford trucks can be found at work in five Midwestern states. They're equally at home on the highway or in congested city traffic.

Whatever your business . . . there's a FORD truck for your special needs

Official registrations for 1957 show that *American business buys more Ford trucks than any other make.* There are many reasons for this popularity . . . many reasons for *you* to make your next truck a Ford!

Ford trucks are your best buy! Ford's initial costs are *low* and resale value is traditionally high. The modern Ford Tilt Cab line is America's lowest priced. And Ford Styleside pickups are the lowest-priced models available with full cab-wide body . . . giving you 23% more loadspace than any traditional pickup box.

Only Ford offers the economy of Short Stroke power in all engines, Six or V-8. And Ford's Heavy Duty V-8's offer new, advanced durability features. The modern Ford Six, available in Light and Medium Duty F-Series trucks, is equipped with an economy carburetor that gives you up to 10% greater gas mileage. It's plenty peppy, too, with more horsepower per cubic inch than any other six in its class.

Ford's rugged cab and chassis construction means these new '58s are built to last. All this plus the proven fact that Ford trucks last longer adds up to America's No. 1 truck value.

See your local Ford Dealer for the latest in '58 trucks or the best in A-1 used trucks.

FORD TRUCKS COST LESS

LESS TO OWN . . . LESS TO RUN . . . LAST LONGER, TOO!

Hand Tool Series—12

Torque Wrenches, Adapters and Attachments

LAST MONTH's Hand Tool Series showed you the basic types and operating principles of torque wrenches. Now, let's talk about using them with attachments, adapters and extensions.

The latter are the same in that they increase the effective length of the wrench and hence increase its capacity. Unless a special dial is used, torque readings are not direct.

The formula for determining torque thus is readily derived from the basic formula, T=FxL. Referring to the wrench and adapter combination shown at right, the formula is:

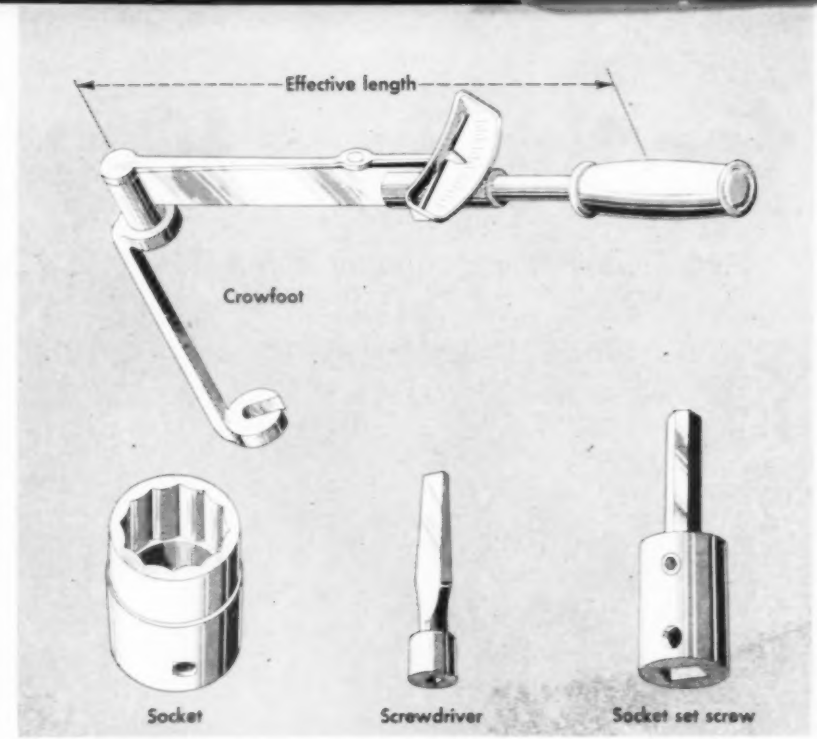
$$T = \frac{T_w \times (L+A)}{L}$$

"T" is the torque developed at the end of adapter: "T_w" is the wrench dial reading; "L" is the lever length of wrench; and "A" is length of adapter.

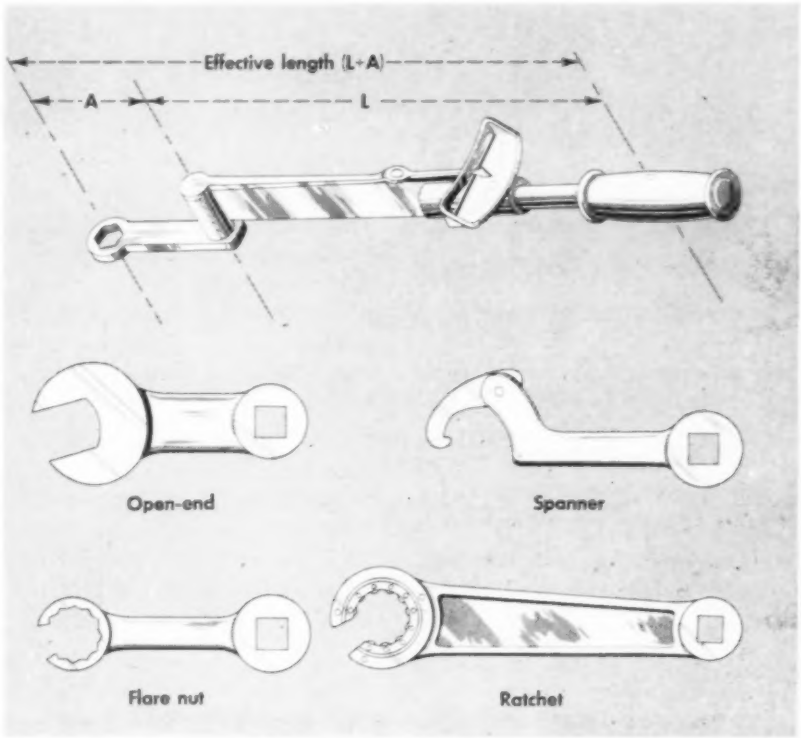
Pull slowly and steadily when using torque wrenches. Then, you'll be sure of getting the right torque in the nut or bolt. At times, because of damaged threads or bad fit, you may require considerable torque, just to run the nut down on the threads. In such cases, add this value of torque to the specified torque required. Be sure the run-down resistance is measured on the last rotation, just before the nut "sets up."

For example, if run-down torque is noted to be 25 inch-pounds and required torque is 325 inch-pounds, then tighten the fastener to 350 inch-pounds.

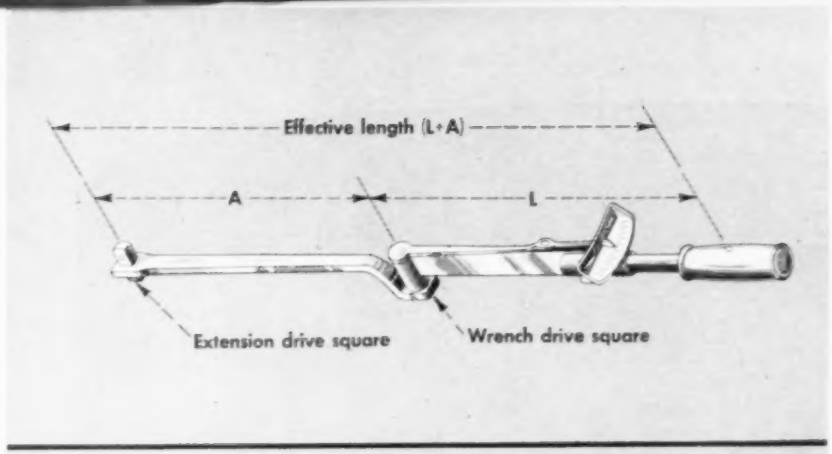
Remember, the torque wrench is a measuring instrument and it is only as good as it is accurate. Have it checked periodically for accuracy.



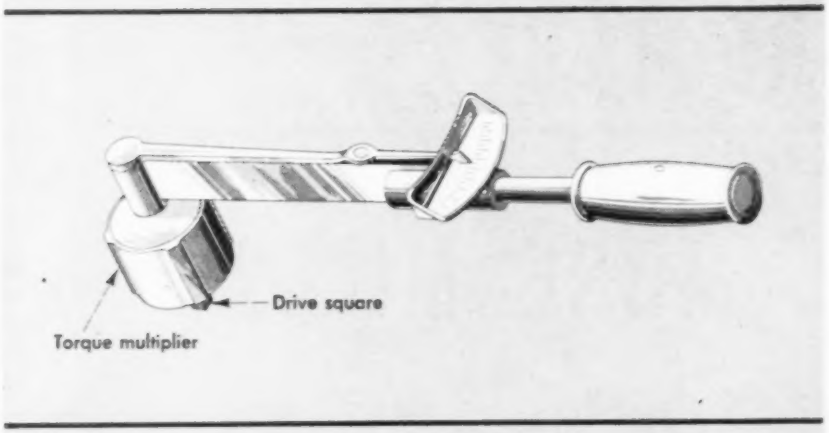
ATTACHMENTS, a few of which are shown here, are those devices which snap on the drive square and engage the part to be tightened. They do not change the effective length of the wrench, and torque scale readings are direct.



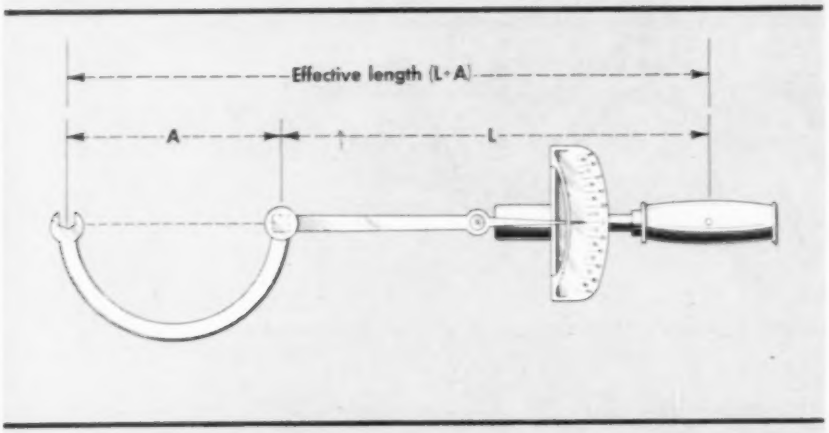
ADAPTERS are rigid members which extend the effective length of the wrench. One end is attachable to the drive square of the wrench and the other end is made to fit the work. A few of the many varieties available are shown here.



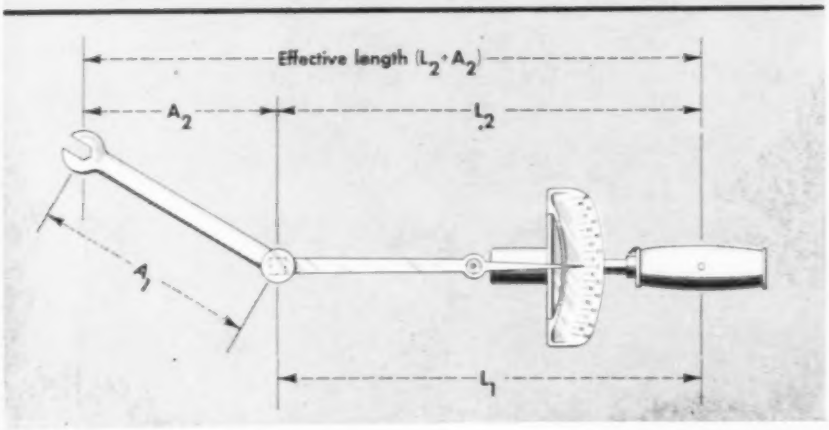
◀ **EXTENSION** increases the effective lever length (L). At its extremity, there is usually the standard drive square for attachments. Shown here, is the common form of the extension which extends longitudinally forward from the drive square of the torque wrench. When using one of these, remember that the effective length (L) of the combination is L + A.



◀ **TORQUE MULTIPLIER** shown here is a device for increasing the torque which may be developed by a given wrench. Suppose, for instance, you had to develop a prescribed torque of 500 foot-pounds. If you had a wrench with a lever length of two feet, it can be seen from the torque formula, $T = F \times L$, you would have to exert a 250-lb force on the handle. It would not be feasible to do this unless extensions were used. To eliminate the need for these extensions, torque multipliers are available which let you develop large torque values using reasonable forces at the wrench handle.



◀ **CURVED ADAPTERS** are sometimes needed to reach a nut or a cap screw behind an obstruction. Note, as shown here, effective length of the combination is L + A. The fact that it is curved does not change the calculations. This is true because the adapter is a rigid body and its shape has nothing to do with its center-to-center length (A). If you are ever in doubt, remember this. Just picture a line that is an extension of the long axis of the wrench handle. If this line intersects the turning axis of the nut, the shape of a curved, rigid extension has no effect when calculating effective length.

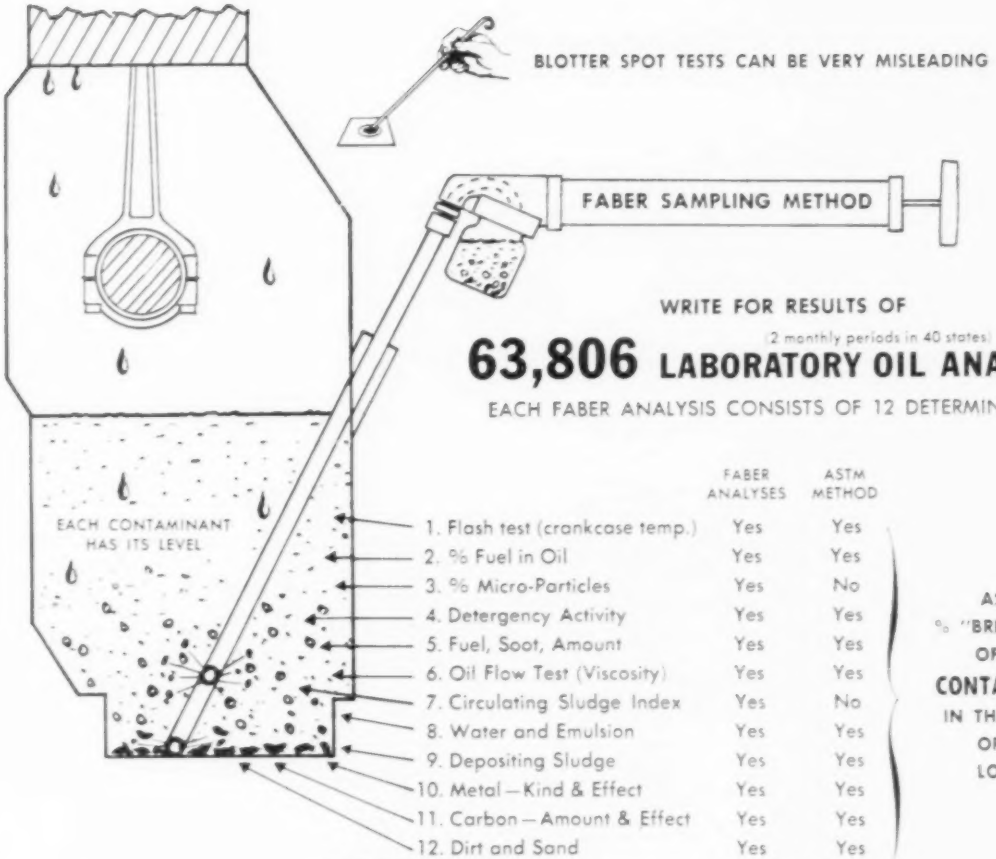


◀ **OFFSET ADAPTERS** may also be used to work around obstructions. However, they present a different problem. Here, a line drawn as an extension of the axis of the wrench handle does not intersect the turning axis of the nut or cap screw. Because of this, the effective length is no longer the arithmetical sum of the wrench and adapter lengths, $A_1 + L_1$. The effective length is now the perpendicular distance between the point of applied load and the turning axis of the nut, $L_2 + A_2$, as shown. This dimension may be measured directly or, knowing the length (A_1) and the offset angle, it may be calculated mathematically.

MORE TRUCKS
TRAVEL MORE MILES
WITH
Bendix-Westinghouse
THAN WITH ALL OTHER AIR BRAKES COMBINED!
BW-1958

first of educational series on... reasons for

Draining Engine Crankcase Oil



WRITE FOR RESULTS OF

(2 monthly periods in 40 states)

63,806 LABORATORY OIL ANALYSES

EACH FABER ANALYSIS CONSISTS OF 12 DETERMINATIONS

	FABER ANALYSES	ASTM METHOD
1. Flash test (crankcase temp.)	Yes	Yes
2. % Fuel in Oil	Yes	Yes
3. % Micro-Particles	Yes	No
4. Detergency Activity	Yes	Yes
5. Fuel, Soot, Amount	Yes	Yes
6. Oil Flow Test (Viscosity)	Yes	Yes
7. Circulating Sludge Index	Yes	No
8. Water and Emulsion	Yes	Yes
9. Depositing Sludge	Yes	Yes
10. Metal—Kind & Effect	Yes	Yes
11. Carbon—Amount & Effect	Yes	Yes
12. Dirt and Sand	Yes	Yes
ACID? *Acidity Test	If desired	

ASK FOR % "BREAKDOWN" OF THESE **CONTAMINANTS** IN THE ENGINES OF YOUR LOCALITY

*See Nov. 1956 Edition of ASTM, page 447; i.e., "No general relationship between bearing corrosion and acid numbers is known."

21,888 oil analyses from 4,856 engines in 27 garages from coast to coast, found

=1 garage—30% needed oil drains under 1,500 mi.
=27 garage—89% were good after 5,000 mi. of use.
(All buying oil under the same specifications)

Faber Laboratories have tested over 5,000,000 samples of used oil drawn from engines

FABER Laboratories

IMPARTIAL ★ NEUTRAL ★ UNBIASED

NEW YORK 106-110 Lafayette St. | LOS ANGELES 1025 Georgia St. | CHICAGO 1313 W. Randolph St.
SAN FRANCISCO 1450 Howard St. | SEATTLE 1484 W. 70th St.

Send results of 63,806 oil analyses to:

NAME _____

FIRM _____

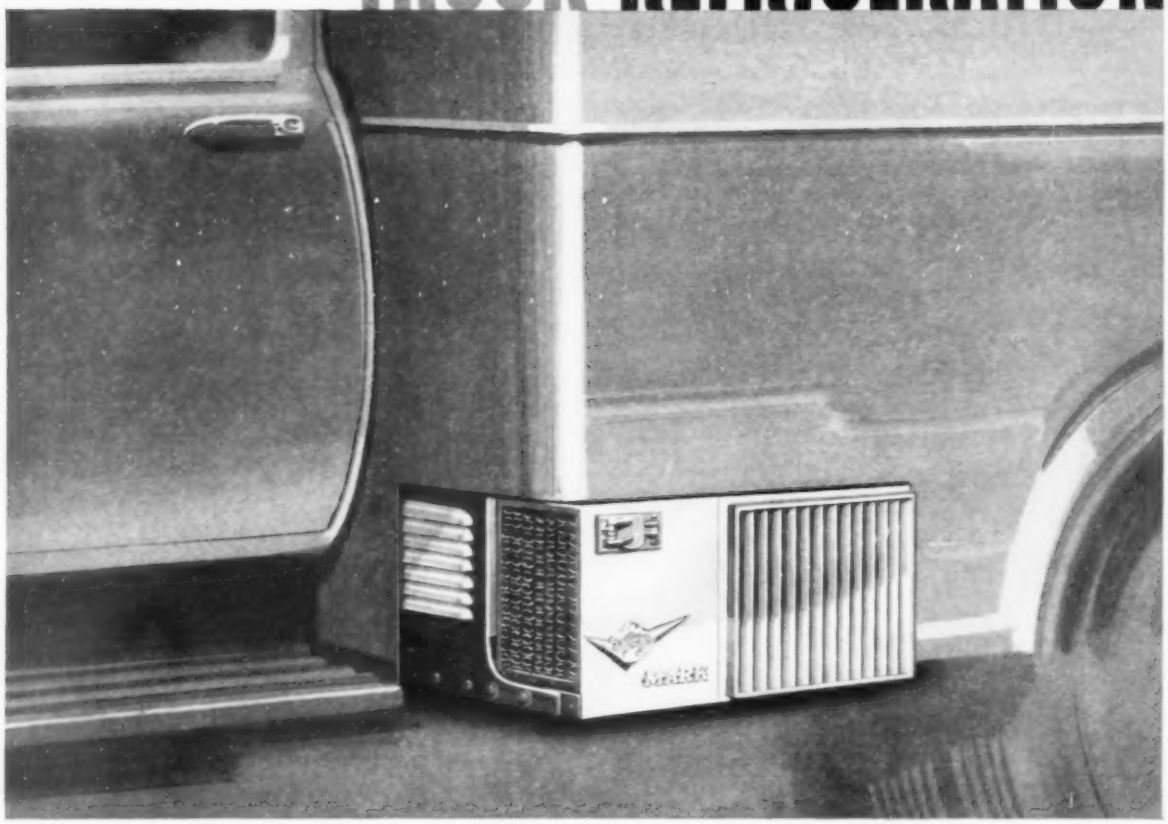
ADDRESS _____

CITY _____

Printed in the interest of the motor transportation industry.

"5-2"

KOLD-HOLD® TRUCK REFRIGERATION



mobile systems tailored to your needs

Getting the right equipment for your temperature and delivery requirements will pay off for you in better performance at lowest possible costs.

The complete KOLD-HOLD line of MARK, CROWN and LANCE continuous refrigeration systems, plus KOLD-HOLD blowers, Hold-Over and Serpentine plates, gives you the hi-side, lo-side combination that most exactly fits your needs.

Add to this the bonus of service you get as a result of over twenty-five years of experience in the design and manufacture of truck refrigeration equipment and you have the best buy in truck refrigeration today.

KOLD-HOLD®
DIVISION
Tranter Manufacturing, inc.
231 E. Hazel St., Lansing 9, Michigan

ask the **KOLD-HOLD** man in your area for help with your truck refrigeration problems

BOSTON 16, MASS.
F. W. Smith
25 Huntington Ave.
Copley Square

CHICAGO, ILL.
R. S. Warner
704 S. Yale
Villa Park, Ill.

DALLAS, TEXAS
Leo J. Freitas
2516 W. Mockingbird Lane

DENVER 17, COLO.
A. J. Nelson
P. O. Box 5502

KANSAS CITY, KANS.
Samuel W. Johnson
P. O. Box 163
Muskogee, Oklahoma

LOUISVILLE 6, KY.
H. H. Emler, Jr.
843 E. Main Street

LOS ANGELES 4, CALIF.
Kold-Hold Pacific Co.
203 S. Western Avenue

MINNEAPOLIS, MINN.
C. F. Richardson
4812 West 70th Street

NASHVILLE 4, TENN.
M. H. Gwynn
4231 Franklin Road

NEW YORK, N. Y.
Kold-Hold Atlantic Co.
104-15 100th Street
Ozone Park 16, N.Y.

PHILADELPHIA, PA.
H. C. Hoover
691 Knox Road
Wayne, Pa.

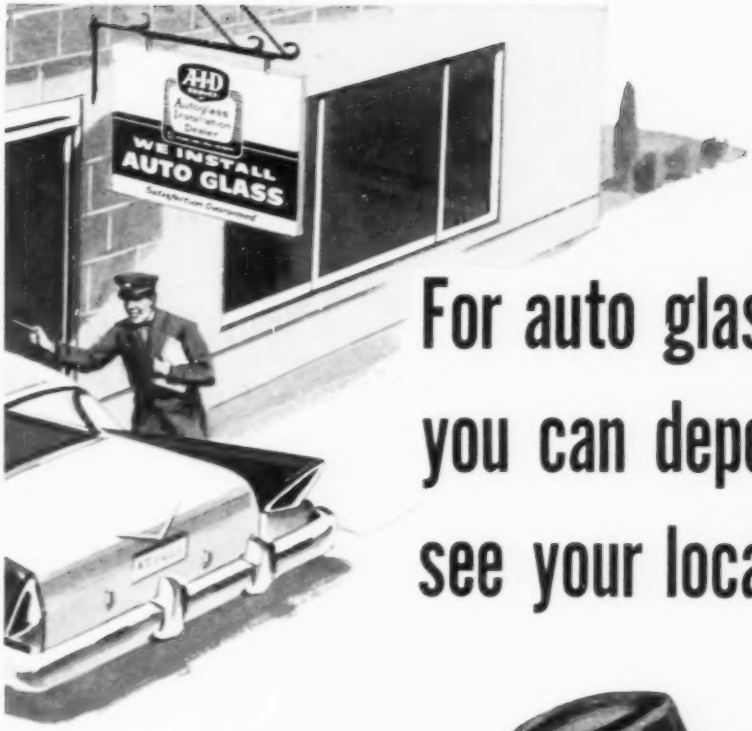
ROCHESTER 13, N. Y.
A. E. Hutson
671 Ridgeway Ave.

ST. LOUIS 21, MO.
Wm. J. Bagley
1332 Willingham Dr.

SEATTLE 1, WASH.
O. C. Yates
2609 Second Avenue

TOLEDO 13, OHIO
R. D. Spitler
4835 Oakridge Drive

FOREIGN
Silcox Refrigeration Company
70 Pine St.
New York 5, N. Y.



For auto glass replacement you can depend on— see your local A·I·D*

* **A·I·D** stands for Autoglass Installation Dealer. It's a name given to dealers who are constantly striving to give you

. . . the most reliable
. . . efficient
. . . economical auto glass replacement possible.

NATURALLY, all customers for auto glass want only the highest-quality products, installed by a reliable dealer. The A.I.D. plan assures you that a responsible dealer is working with a responsible manufacturer to give you the best auto safety glass on the market. It means that all A.I.D. dealers consistently follow the highest standards of auto glass installation service.

So when you need replacement auto glass, go to the shop bearing the A.I.D. identification sign. You'll be impressed by the fast, efficient, economical service given you by the PPG Autoglass Installation Dealer.

ALL PPG AUTOMOTIVE SAFETY GLASS COMPLIES WITH EVERY RECOGNIZED SAFETY CODE

75 PPG

SYMBOL OF SERVICE FOR SEVENTY-FIVE YEARS

PITTSBURGH PLATE GLASS COMPANY

IN CANADA: CANADIAN PITTSBURGH INDUSTRIES LIMITED

Mr. Wally Yost

DIESEL ENGINE REBUILDER SAYS...

'We never have trouble with Clevite 77'

This Portland, Oregon company performs engine overhauls on every conceivable type of diesel-powered equipment and installs only one brand of bearings—Clevite 77.

Diesel Service Unit Company switched to Clevite 77* six years ago. Mr. Wally Yost, partner-owner, cites a good reason:

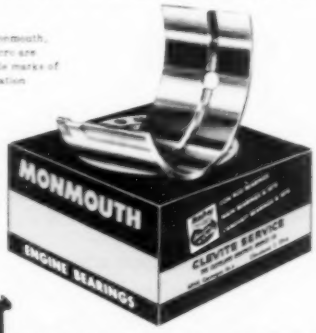
"As we were tearing engines down for overhaul or repair, Clevite 77 bearings were always in much better condition than any other bearings. We noticed some engines with two makes of bearings in the same engine; the Clevite 77 bearings were always in better shape. They would be like new compared to the other bearings."

Diesel Service continues to use Clevite 77 exclusively. Reason? Mr. Yost says:

"Ever since we have used Clevite 77, we haven't had any bearing problems. We used to pull engines down to check bearings, now we only pull the engines down for excessive blow-by, oil consumption or some cause other than bearings."

Engine rebuilders and fleet operators everywhere have learned that Clevite 77 is the finest high-duty engine bearing obtainable. Patented tri-metal construction provides greater fatigue strength, corrosion resistance and a superior running surface. Contact your nearest N.A.P.A. jobber and standardize on Monmouth Clevite 77 for a bonus in bearing performance.

*The words Monmouth, Clevite and Micro are registered trade marks of Clevite Corporation

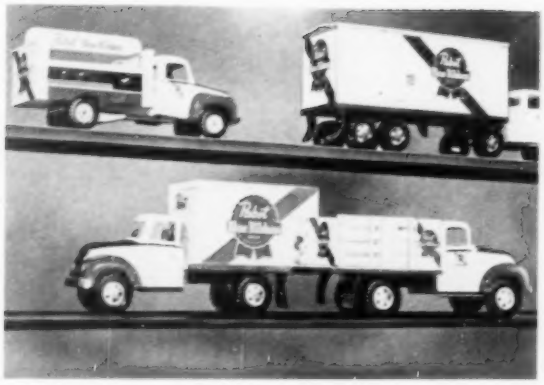


Monmouth

ENGINE BEARINGS

CLEVITE SERVICE

Cleveland Graphite Bronze
Division of Clevite Corporation
Cleveland 3, Ohio, U.S.A.
2218



"Recall" designs . . .

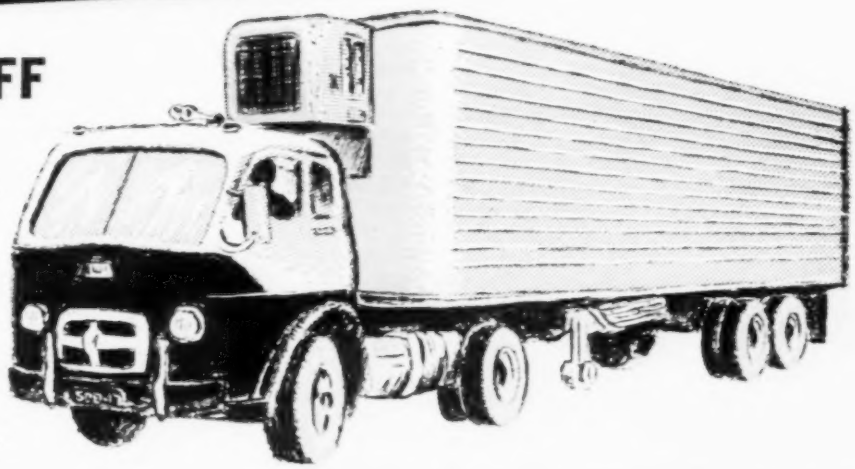
. . . are becoming a trend in many private fleets. The idea is that by tying in the appearance of the vehicle with the design for the good's packages, the customer will receive a double-impact. Latest to follow the trend is the huge motor fleet operated by Pabst Brewing Co. and its distributors. The Pabst vehicles are being decorated with the Blue Ribbon seal imposed on a bright red bar against a white background. The design has been adapted to be suitable for a wide range of vehicle sizes and types, from tractor-trailer units to pickups. It is carried out with a combination of paints and decals. For another beer fleet that uses the same approach, see F.O. June '57 p 80.

Blind bus riders . . .

. . . in Dallas, Tex., are receiving small plastic cards, with raised white numerals on a black background, to aid them in signaling approaching vehicles. Ordinarily, blind persons are able to identify buses on familiar routes by sound, but congested downtown traffic with its confusion of sounds, presents a much tougher problem. The two-sided, 3½ x 5-in. cards are being made available by the Oak Cliff Lions' Club, of Dallas, for all blind workers in the area. On hearing an approaching bus, the rider holds the card up, indicating the route he wants to take. The cards are readily identifiable by bus drivers. The plan was worked out in cooperation with officials of the Dallas Transit System.

PERFORMANCE

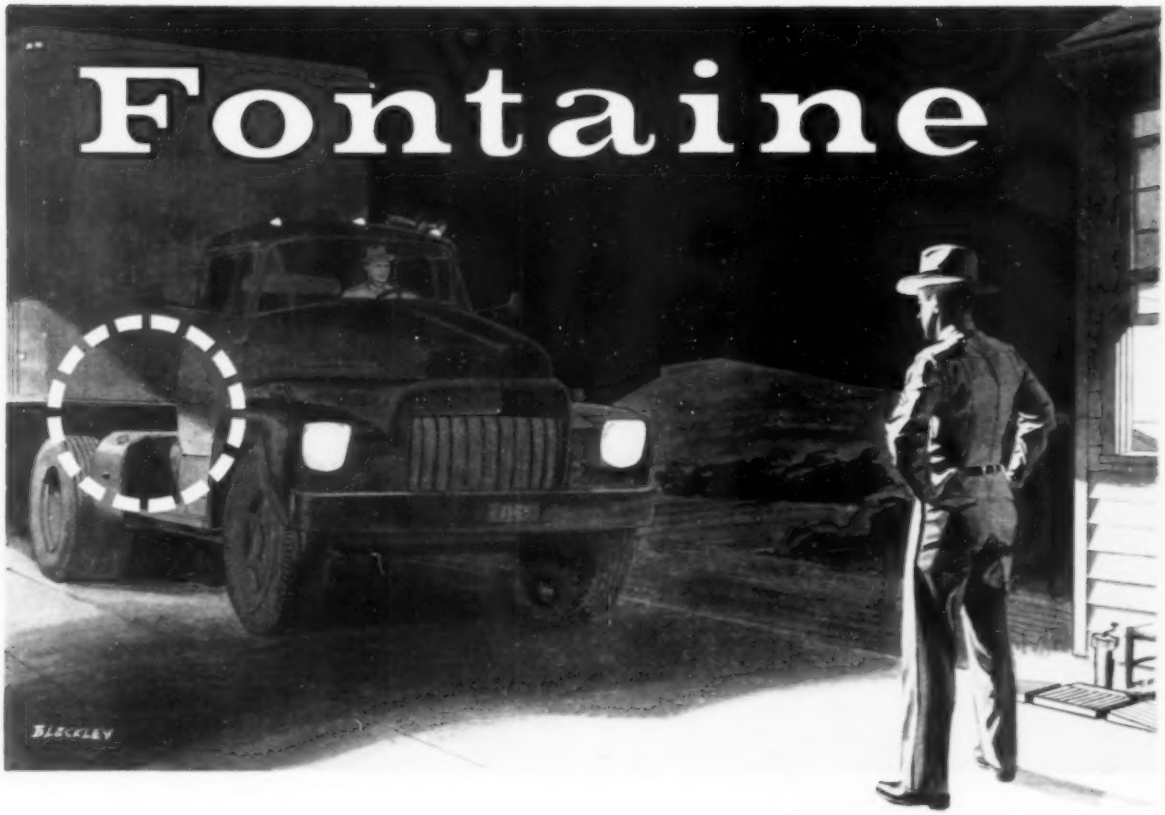
that PAYS OFF



SCANDINAVIA Combination ZT Molded Brake Blocks are truly in a field of their own. Developed in our own laboratories, then road-tested on the nation's highways, ZT Molded Combinations have earned the reputation as America's outstanding heavy duty brake blocks. If HEAT CHECKING is one of your headaches, ZT was specifically made for your fleet. If performance counts with you, call your local SCANDINAVIA distributor or write us for his name.

BRAKE BLOCKS • **SCANDINAVIA** • BRAKE LININGS

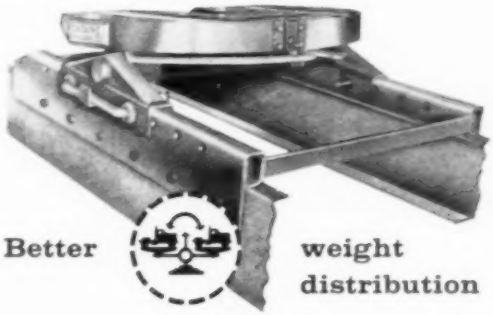
DIVISION OF SCANDINAVIA BELTING COMPANY, 744 BROAD ST. (P.O. BOX 464) NEWARK 1, N. J.
WAREHOUSE: 250 CENTRAL AVE., NEWARK 1, N. J. • PLANT: CHARLOTTE 1, N. C.
BRANCHES IN CAMBRIDGE, MASS., INDIANAPOLIS, INDIANA AND CLEVELAND, OHIO



It pays to have good connections before your rig hits the scales

Better weight distribution is a simple thing with the Fontaine Sliding 5th Wheel. This movable assembly is designed to adjust weight distribution from or to the steering or drive axles. Adjustment time is held to a minimum by the insertion of solid steel pins, two to each side, to lock the adjustable wheel mount in any desired position. The Fontaine Standard Slide has an adjustment of 20". Additional slide up to 6' is available to take advantage of maximum length-laws in each state.

The heavy-gauge steel slide rails are bolted to the frame and are excellent frame reinforcing members. The big, 36" diameter wheel is fabricated of heavy-gauge steel plate, guaranteed not to crack or break under any trailer load. Completely installed this rugged unit weighs only 410 pounds. It is made to fit any truck frame and is designed to accommodate various lengths of trailers and kingpin settings.

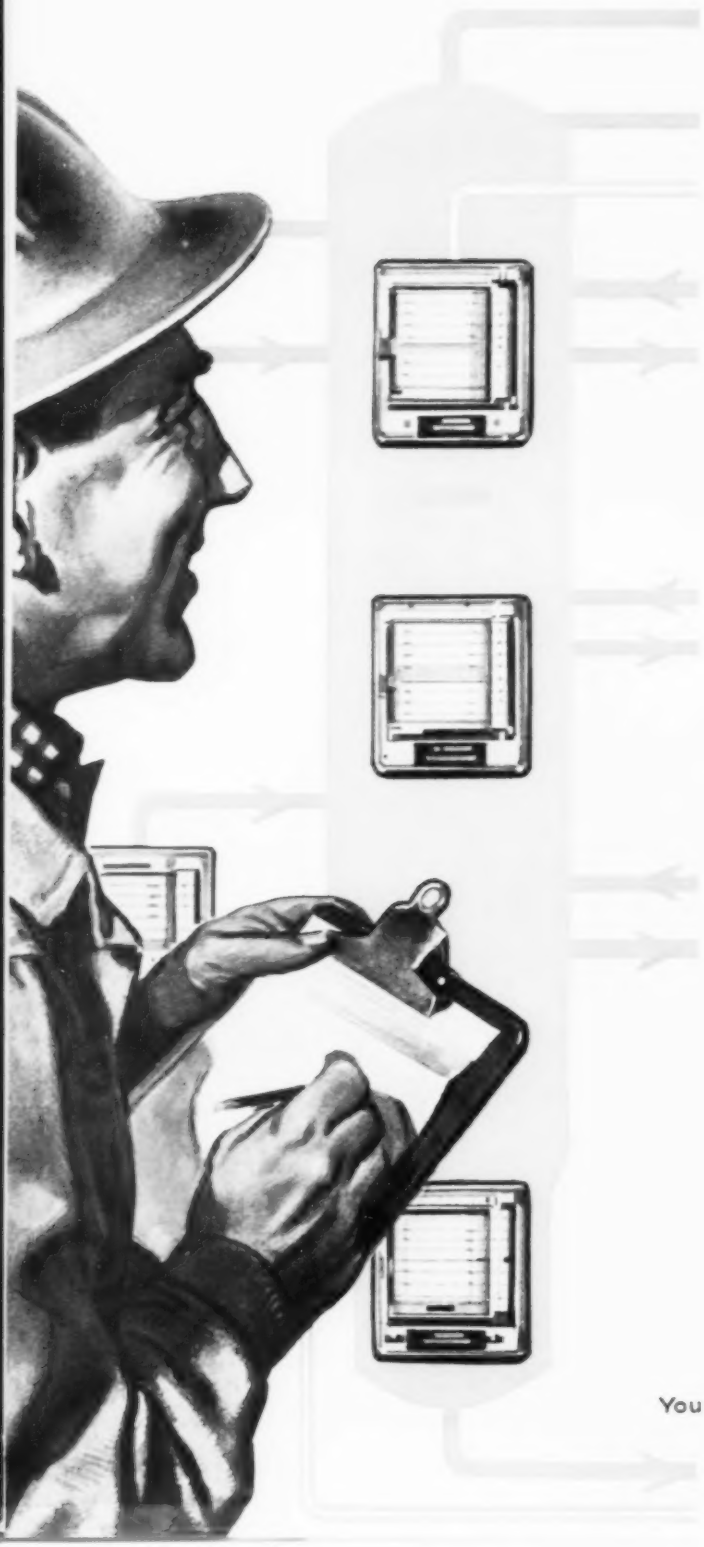


Complete, detailed information on the Fontaine "No-Slack" 5th Wheel line is available free. Write for your copy. You will find it pays to be connected with Fontaine.

Sold nationally through truck dealers.

Fontaine Truck Equipment Co., Inc.
1232 North 37th Place Birmingham 1, Alabama

Nothing gets by

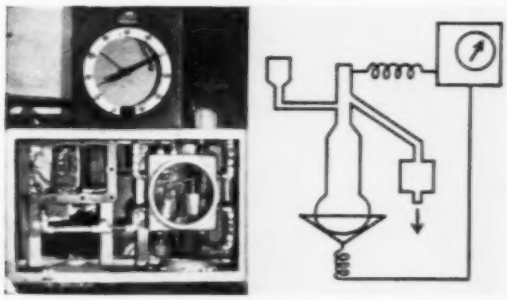


Automatic end-point testing device developed by Standard Oil research men makes certain of the uniform quality of gasoline and diesel fuel delivered to you.

Scientists at Standard Oil never stop in their drive to improve and then improve again the uniform quality of the petroleum products that bear the Standard Oil trade-mark. These engineering research scientists have now created wholly new instruments for performing near continuous physical analysis *automatically*.

One such instrument automatically performs the physical analysis that determines end-point. Using it, refineries maintain a continuous inspection of the temperature at which gasoline and diesel fuels are completely distilled. To you, this means that Standard is able to maintain a constant control over the uniformity and high quality of the gasoline and diesel fuels you use. It also means that power-producing petroleum products, with their constantly controlled end-point, burn uniformly, give you uniform high performance.

This is part of the research pay-out, the "something more" research builds into the products you buy from Standard. This is your return from Standard's investment in research. And now there are 48 district offices in the 15 Midwest and Rocky Mountain states to serve you. Call the one nearest you. **Standard Oil Company (Indiana), 910 South Michigan Avenue, Chicago 80, Illinois.**



Automatic end-point tester works this way. A small sample is placed in an electrically heated flask. The temperature is measured and recorded during a heating cycle when distillation is accomplished. Distillate is condensed and drained, the flask temperature is lowered by introduction of the next sample, and the apparatus is ready for another test.

You expect more from STANDARD and get it!

RAYON
CORD
TIRES

FIVE WAYS

BEST BY TEST!

THE BLISTERING SUMMER HEAT of concrete airport runways can't hurt Rayon cord tires. In fact, Rayon actually grows *stronger* at high heats! In laboratory tests, Rayon still held half its strength at a fiery 500°, while thermoplastic cords *failed completely!*

FIELDS LIKE THIS ONE, filled with wicked bumps and hollows, could take a terrific toll in nylon cord tires. In tough torture tests, conducted over abrasive roads in baking desert heat, Rayon gave an average of 26 per cent longer tread life.

IT'S TOUGH, TIRING WORK, bossing a big 7000 gallon tank truck like this one. The greatest danger? Driver fatigue—and maybe an accident. That danger is diminished with Rayon Cord Tires, because they ride up to *33 per cent quieter* than nylon!

No wonder new 1958 RAYON CORD TIRES pay off for CITIES SERVICE

one of America's largest petroleum producers, transporters, and marketers

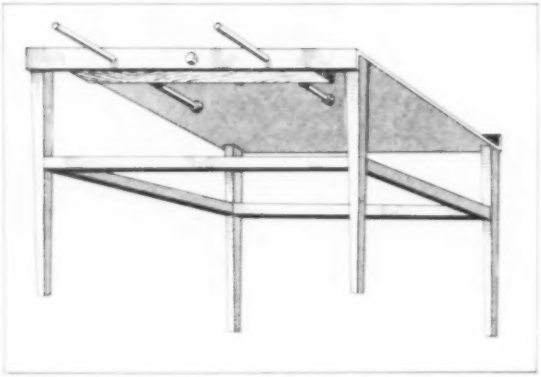
1. **Greater Heat Resistance** . . . new rayon tire cord actually grows stronger as heat builds up at high road speeds.
2. **Lessens Driver Fatigue** . . . tires ride up to 33 per cent quieter, reducing dangers of high noise level.
3. **More Stability** . . . no troublesome flat spotting or "morning thump" . . . safer, easier steering control.
4. **Longer Tread Life** . . . comparative tests prove rayon cord tires give up to 26 per cent longer tread life.
5. **Retreadability** . . . independent tests prove rayon tires take more retreads, with greater mileage per retread.

It might be a giant, 7000 gallon tank truck shuttling between refinery and bulk station. Or it could be a friendly green and white tanker making a fuel oil delivery down some quiet suburban street. Whatever their job—wherever you find them—Cities Service relies on *rayon cord tires* to keep its trucks on time. With an extensive fleet, traveling millions of road miles each year, Cities Service shaves down-time, saves trouble and money with longer-lasting, easily retreadable tires of rugged rayon.

FREE FILM FOR TIRE MARKETERS. Arrange for your free showing of *"Getting Down to Casings,"* a 16mm sound and color film which dramatically demonstrates the comparative qualities of rayon and nylon cord tires. Running time is 15 minutes. To reserve a print for group showing, write The Film Library, American Rayon Institute, Inc., K-5 Fifth Ave., New York 1, N. Y.

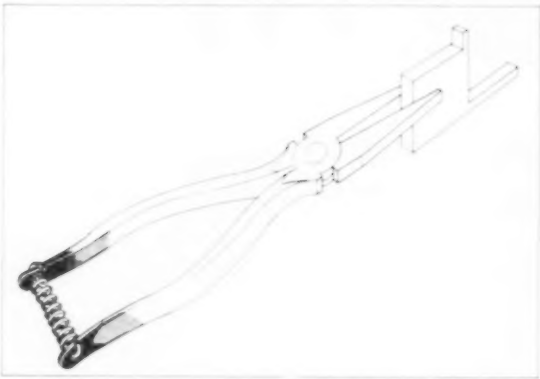
AMERICAN RAYON INSTITUTE, INC.
350 Fifth Avenue, New York 1, N. Y.

Shop Kinks: Six Easy-To-Make



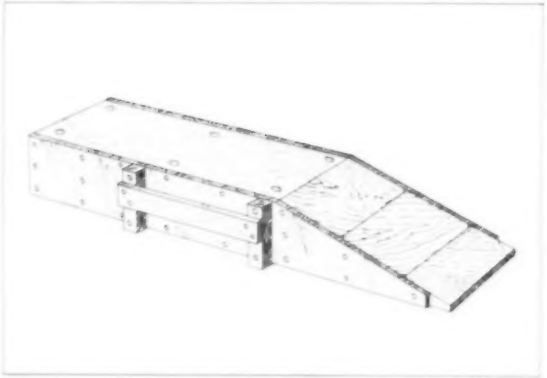
Modified work bench

Any work bench can be made more useful with the modification shown here. Just bolt a section of 2x4 wood block up under front edge of bench. Then drill two holes as shown to take a couple of lengths of ½-in. steel rods. Ends of the rods can be swaged over or have a nut threaded on to prevent them from being pulled out. When not in use, rods slide back flush with bench front. When pulled out, they provide additional space for holding such work as cylinder heads, shafting, etc. *$10 to Elmer Shirey, International Harvester Co, 1822 Olladale Drive, Ft. Wayne, Ind.*



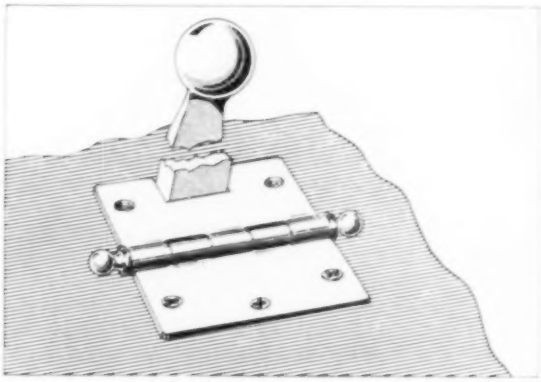
Non-slip grip for pliers

It often becomes necessary to use pliers when handling small parts such as washers or cotter pins. This can be awkward, especially if your hands are greasy. To make the job easy, and to prevent dropping the part, a standard pair of pliers can be modified as shown. Just drill a couple of holes in the handle and connect a fairly strong coil spring as shown. Now you can just slip the part to be held between the jaws of the pliers and it will stay put. When it is in place, a slight pressure on the handles releases it. *$10 to Charles Willey, Route 7, Penacook, N. H.*



Handy ramp

This "kink" can save you time in several ways. If you have to jack up a vehicle, you waste time looking for a suitable surface for jack. Also, if tire is an outside dual, it isn't necessary to jack up at all. Just run the inside wheel up on the ramp, which will clear the faulty tire for removal. To make the ramp, spike a number of 2 x 10's together for a 4-ft bottom length with a gentle slope at one end. Plywood sides make a neat job, handles make it easy to carry around. ***$10 to Harry J. Miller, Sarasota Transportation Co., 991-42nd Street, Sarasota, Fla.***



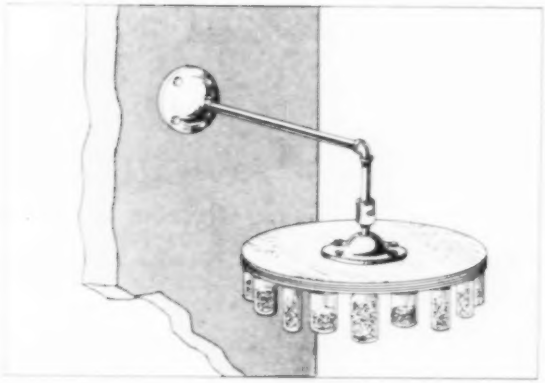
Guard for PTO lever

When a vehicle is equipped with a power take-off, there is always the chance that it will be kicked into or out of the engaged position at the wrong time. To prevent possible injury to personnel and costly damage to equipment, just cut a notch in one half of an ordinary door hinge and fasten it to vehicle floor as shown. To use, flip the notched portion up out of the way. (Editor's Note: Why not go one step further and use a spring-loaded hinge? Then, you couldn't forget and leave it in the wrong position.) *$10 to Jacob Gabel, 1614 Caramay Way, Sacramento, Calif.*

Problem Solvers

Cable lubricator

When speedometer cables get dry and noisy, problem is how to get them lubricated. Getting at the dashboard end of the cable on some vehicles can be quite a problem. Here's a simple gadget that lets you do the job from the transmission end without removing cable from vehicle. Just assemble a few pipe fittings as shown so that a hand grease cup is on one end and the other end is adapted to screw into the transmission-end fitting of cable. Now loosen cable at transmission, connect gadget, and force lubricant into cable. *$10 to Guy Young, 1410 Wellsley St. NW, Roanoke, Va.*



Handy lazy-susan

Here's a handy holder and dispenser for small parts that can be kept in jars. Jar covers are attached to circular plywood disk. A suitable wall bracket may be made up of pipe fittings for mounting unit in suitable location. Feature of this gadget is the use of a "quick disconnect" type of air-line coupling between the disk and the wall bracket. This permits turning the disk for easy locating of desired jar. Also, the entire dispenser can be quickly disconnected and brought to the job. *$10 to Carl W. Hutson, Mid State Truck Stop, Route 4, Marshalltown, Iowa.*

In Brief . . . 5 Shop Kink Ideas

SOME OF THE BEST IDEAS are often the simplest. But simple ideas used to be a problem for Shop Kinks because it was a picture page. The answer? This special all-text "Ideas in Brief" column.

WANT TO CONTRIBUTE? Any shorties accepted are paid for at the flat rate of $5 per item. All other Kinks, at the rate of $10 for regular items and $25 for extra-good ones. All accepted material becomes the exclusive property of FLEET OWNER.

1. **TRUCK DIMMER-SWITCHES** are subject to premature failure due to exposure to road dirt and water. A protective shield can be made from sheet metal, bent and drilled to mount on the switch mounting screws. This will keep dirt and moisture out. *H. Josephs, Intra-State Trucking, Gardenville, Pa.*

2. **WHEN USING A STRAIGHTEDGE** to guide a torch when cutting metal, rub heavy coating of soapstone over face of straightedge on which the torch tip glides. This keeps slag from sticking to edge, avoids work stoppage. *Harry J. Miller, Auto Repair, 991—42 St., Sarasota, Fla.*

3. **CLUTCH THROW-OUT BEARING** can be given an extended life if drilled and fitted so that it can be lubricated through the lower clutch inspection pan opening. *Roy Cinquemani, Schoolway Transportation Co., Inc., Hales Corners, Wis.*

4. **WHEN DOING VALVE JOB**, keep the valves in proper order and clean with wire brush so that contact surfaces can be examined. Then, by checking each valve with its corresponding seat, you can tell at a glance if seat needs to be widened, made narrower, etc. *Ray Pinkerton, Mayflower Dairy Garage, 300 W. 13 St., Vancouver, Wash.*

5. **DE-BURRING HOLES** in connecting rods when installing new wrist-pins is easy this way. Mount standard plumber's pipe reamer in vise, set wrist-pin end of rod over tapered end of reamer—apply pressure and turn slowly. *Stan Clark, East Bradenton, Fla.*

Today's heavier traffic and faster speeds are tough on light truck brake linings!

Block after block—stop after stop—truck operation today gives brake lining the worst kind of beating. Now more than ever you *need* better braking—you *want* longer lining life. Grey-Rock Balanced Trucksets, for light and medium trucks, give both!

For faster stops, good pedal feel, minimum fade, and longer lining life, Grey-Rock combines different lining types—both woven and molded—into combination sets specially balanced for each make and model.

For real economy in faster, heavier traffic, Grey-Rock Balanced Trucksets and Balanced Brake Blocks are the best linings you can buy! Ask your jobber about them now.

Grey-Rock "TIMBER KING" Molded-Woven Blocks for Heavy Jobs—Tough Service

The secret of "Timber King" is a woven block used with the right molded block. A special weave provides slight compressibility, assures full lining-to-drum contact—eliminates localized high temperatures. Zinc alloy wire helps eliminate fade, helps "condition" drums. Result: better braking, longer wear, and fewer broken drums.

Only **Grey-Rock** *makes*

BALANCED BRAKSET LININGS

BALANCED BRAKSETS • TRUCKSETS • BRAKE BLOCKS • VEE-LOK® CLUTCH FACINGS

GREY-ROCK DIVISION of Raybestos-Manhattan, Inc., Manheim, Pa.

RAYBESTOS-MANHATTAN, INC., Brake Linings • Brake Blocks • Clutch Facings • Industrial Rubber • Mechanical Packings • Asbestos Textiles • Engineered Plastics • Sintered Metal Products • Rubber Covered Equipment • Laundry Pads and Covers • Abrasive and Diamond Wheels • Industrial Adhesives • Bowling Balls

Has this happened to you?

A $15.00 oil seal — ridiculous? Not at all.

Suppose you had heavy equipment in the shop, ready to roll but for a front wheel seal. And suppose that seal wasn't stocked in your shop.

Here is a likely cost pattern:

Cost of seal	$ .55
Parts man's time checking seal, looking up interchange	.35
Issuance of purchase order and handling invoice	1.25
Pickup of seal by service truck	3.00
Equipment idle, non-rev time	6.00
General overhead	4.30
	$15.45*

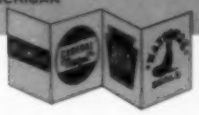
Don't pay $15.00 for an oil seal. Call your National Seal jobber now for details about a shop stock custom tailored for your fleet.

*Actual costs as supplied by a large long-haul motor freight common carrier.

National Seals are original equipment on every make of car, truck, bus and tractor.

NATIONAL OIL SEALS

FEDERAL-MOGUL SERVICE
DIVISION OF FEDERAL-MOGUL-BOWER BEARINGS, INC.
DETROIT 13, MICHIGAN



Ohio Reciprocity Feud Ending

The 14-state feud that started over Ohio's controversial axle-mile tax on big trucks is expected to end soon.

The 13 states—Alabama, Florida, Georgia, Indiana, Louisiana, Maryland, Mississippi, North and South Carolina, Tennessee, Virginia, West Virginia, and Kentucky—have refused to negotiate with Ohio ever since its tax law was levied on trucks three years ago. The controversial tax is based on how far a truck travels on how many axles.

Signs of a reconciliation came with an invitation to Attorney General William Saxbe of Ohio to attend future meetings of the group. He had been an uninvited guest at the 13-state conference in Tampa, Fla., where he explained his state's attitude on taxation and highway-use reciprocity.

An OLD STORY that's NEW EVERYDAY

Our inception "harks" back to the whiffle-tree, whip socket days and Ⓔ Saddlery was long established when the first truck body fitting left our plant for installation on a commercial vehicle.

We are yet privileged to include some of our *oldest* customers on our active lists today.

New items of advanced design to broaden the Eberhard line originate in our engineering department ever so frequently.

New body builders and fleet operators look to our design and manufacturing facilities to meet their most stringent diversified needs.

The latest catalog is illustrated above. If your files are lacking, a call or note on your company stationery will bring your copy "pronto."

Body by
MADAY BODY & EQUIPMENT CO.
BUFFALO, N. Y.

Body by
AUTOBODY WORKS, INC.
APPLETON, WISC.

EBERHARD MANUFACTURING COMPANY
Evarts Ave. • Cleveland 14, Ohio
DIVISION OF THE EASTERN MALLEABLE IRON COMPANY

LONGRUN

TRUCK BODY HARDWARE BY
EBERHARD
THE MOST COMPLETE LINE AVAILABLE

Eberhard Mfg. Co., 2850 Tennyson Rd., Cleveland, O.

Colorado Truckers Flee Taxes . . .

. . . by moving out of the state. The combination of a stiff ton-mile tax and the natural barrier of the Rocky Mountains has resulted in five major common carriers announcing shifts of transfer points from the Denver area to Wyoming and New Mexico. The state stands to lose an estimated $10-million yearly in payrolls, in addition to a sizeable part of the $8-million in ton-mile taxes that were originally collected from truckers.

Fleets involved in the moves are Denver Chicago Truck Lines Co.; Pacific Intermountain Express, Inc.; Navajo Freight Lines Co.; Interstate Motor Freight Lines Co.; and Western Auto Transports, Inc. The majority of these fleets are moving drivers to other transfer points. The route changes, in some cases, are said to cut from 75 to 100 miles from the present distance traveled.

Demands have been made in the state legislature for a study aimed at lowering the present tax, said by the Colorado Motor Carriers Assn. to be the second highest in the country, exceeded only by that of Oregon. The governor, S. L. R. McNichols has asserted that trucker complaints are "a political conspiracy to discredit me." McNichols said the tax would remain at its present two-mill level "as long as I can do anything about it."

The truckers' moves, according to the governor, were aimed at bills pending in Wyoming, New Mexico and Arizona to apply ton-mile tax in those states, rather than "kicking it out of Colorado." The governor asserted that, by moving into these states, the truckers were attempting to apply pressure to prevent passage. He said the truck lines would probably move back to Colorado on completion of a new tunnel in the mountains that would cut 200 miles off present routes. Ben Bezoff, director of the Colorado Motor Carriers Assn. denied truckers were trying to inject politics into the issue.

Invest pennies and save thousands of dollars!

It only takes a few minutes to change one—yet gasoline and diesel truck fleet operators are saving thousands of dollars with Purolator Micronic* Dry Type Air Filters.

Fleet records show that Purolator Dry Type Filters greatly extend the period between engine overhauls . . . they provide *positive* protection that helps prevent expensive major repairs and down-time.

Purolator Dry Type Filters provide *positive* filtration . . . every bit of air must pass through them before reaching the engine. Unlike oil bath filters, which depend on air velocity controlled by engine speed for peak performance, the dry type works at maximum efficiency regardless of engine speed. In fact, the dry type gains in efficiency as the dirt load increases.

Purolator Dry Type Air Filters cut maintenance expense, too. They have a low initial cost, can be cleaned and re-used several times, and are quickly and easily changed without any oily mess.

There's a Purolator Dry Type Air Filter for all makes of truck or industrial engines . . . to safeguard the engine against any on-the-job dirt condition. For complete information, send for your free Air Filter catalog, or call your near-by Purolator Supplier.

*"Purolator" Reg. U. S. Pat. Off.

FOR MAXIMUM ENGINE PROTECTION

PUROLATOR

Oil, Air & Fuel Filters

PUROLATOR PRODUCTS INC. Rahway, N. J.; Toronto, Ontario, Canada

MAIL THIS COUPON TODAY!

Purolator Products Inc.
Dept. 2-558
Rahway, New Jersey
Yes, I want more information about dry-type filtration for fleets.

Name_____

Company Name_____

Address_____

City_____ Zone____ State____

Emery's aluminum fleet incorporates Reynolds reefer floorings . . . both the new "All-Air" Reefer Flooring and the standard corrugated types, as original equipment and as installed by Emery Transportation Company.

Aluminum Trailers Save Approximately $1000 Per Trailer Over Fleet Lifetime...

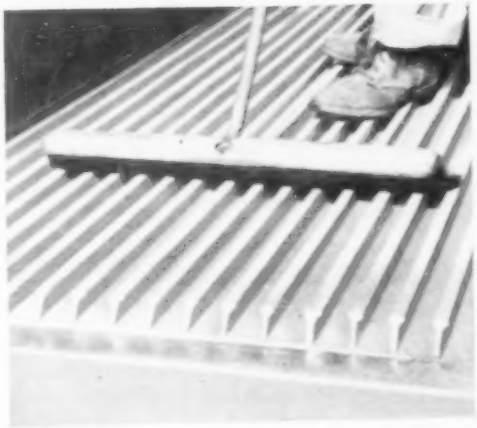
at the Emery Transportation Company, Chicago, Illinois

Roger C. Thorslund, Superintendent of Maintenance, Emery Transportation Company, Chicago, Illinois.

"Since 600 of our 932 trailers are aluminum reefers with aluminum reefer flooring, we neither have to paint them or replace flooring to maintain top appearance and operational efficiency during their lifetime," reports Roger C. Thorslund, Superintendent of Maintenance for the Emery Transportation Company of Chicago, Illinois. "If we had to paint these trailers, it would cost us $279,600 and flooring replacements would run as high as $270,000. So we figure we are saving approximately $1000 per trailer over fleet lifetime, or as much as $549,600 in all. We save on cleaning, too, because aluminum trailers and particularly aluminum reefer floors require less time and labor to bring them to our high standards of sanitation . . . most important to us for we do a large business in meat transport. Increased payload with minimum equipment weight is just one more bonus that goes with operating this type of equipment."

Whether you buy or build highway equipment, you get more from Reynolds Aluminum. Call your nearest Reynolds office or write direct to *Reynolds Metals Company, P.O. Box 1800-VK, Louisville 1, Kentucky.*

The Finest Products Made with Aluminum are made with REYNOLDS ALUMINUM

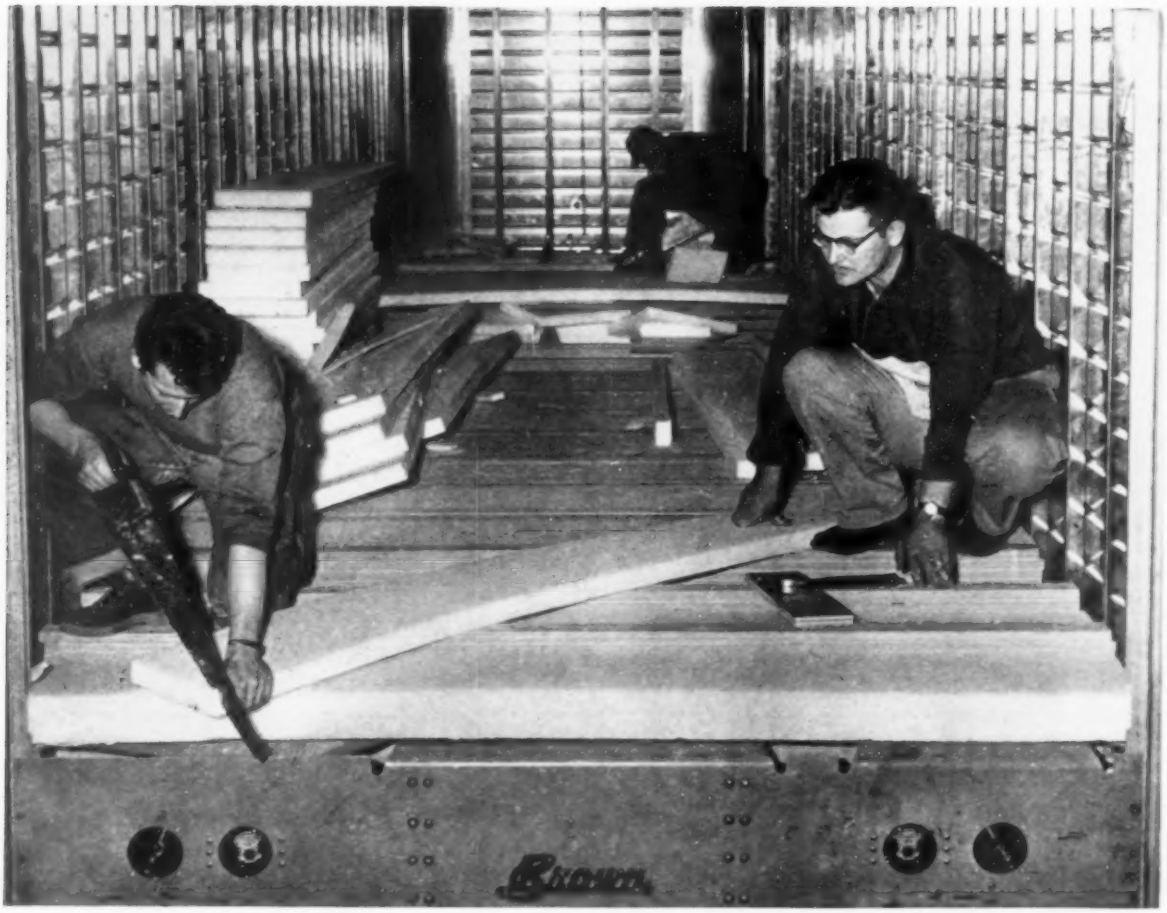


In transporting meat and other perishable foods, considerable residue is left on the trailer floor. This is easily cleaned from Reynolds Aluminum new "All-Air" Reefer Flooring. Far more air circulation space is provided by this type than any conventional corrugated reefer floor . . . means less drag on the refrigeration unit, more protection for the load.

Painting can be entirely eliminated with trailers made with Reynolds Aluminum. Rust-free with low maintenance requirements, they stay attractive throughout their lifetime . . . always look clean and in top condition, remain a credit to the company they serve. As a result there is less costly down time with strong, lightweight aluminum trailers, more active service life.

Watch Reynolds All-Family Television Program, "DISNEYLAND", ABC-TV.

REYNOLDS ALUMINUM



Brown Trailers' experience shows how feather-light Styrofoam® insulation ups payload capacities

Several years ago Brown Trailers, Inc. tried Styrofoam, a Dow plastic foam, for the first time. Since then, Brown has used this outstanding insulation material in side panels, roofs and floors of refrigerated trailers.

Brown was interested in Styrofoam because it's lightweight, easy to handle and install. Lightness means greater payload—savings in fuel and maintenance costs, too. Other features that attracted them were the lifetime low "K" factor of Styrofoam and its remarkable ability to resist moisture caused by melting ice, frost and washdowns. And Brown's experience convinced them that Styrofoam takes all the vibration truck service can give—and then some!

To find out what advantages Styrofoam offers for your insulation application, write to us today for detailed information. THE DOW CHEMICAL COMPANY, Midland, Michigan, Department 1712 P-1

CHECK THIS EXCLUSIVE COMBINATION OF PROPERTIES

STYROFOAM*
FIRST IN PLASTIC FOAM INSULATION

Insulations	Low "K" factor	Superior water resistance	High compressive strength	Light weight	Superior resistance to rot and vermin	Easy handling and fabrication	Low-cost installation	Lowest cost per year service
STYROFOAM	●	●	●	●	●	●	●	●
A		●	●		●			
B	●			●			●	
C	●		●					

*Styrofoam is a registered trademark of the Dow Chemical Company

YOU CAN DEPEND ON DOW

YOUR PERSONAL BUSINESS

Specially selected and edited for fleet owners from BUSINESS WEEK, a McGraw-Hill publication

FLEET OWNER

This may be a good year to give in to the suggestion of the travel posters that urge you to see outdoor America first. If you've shied away from this kind of vacation on the grounds that it is too rugged, you can shed that fixation. You can see the great natural wonders of the country with practically no physical effort on your part. Of course, if you're the outdoors type, you can rough it. Teenagers in your family will get a big kick out of this kind of vacation.

You have a choice of 29 national parks scattered throughout the country. The park season generally runs from late spring to late fall, with the big rush in midsummer. Last year, about 20-million people swarmed into the parks—Great Smoky Mountains alone drew nearly 3-million. This year, there will be even more visitors, but facilities will be improved.

If this is your first such outing, you'll be surprised at two things: (1) the variety of activities provided for all ages, and (2) the high quality of many of the hotels and lodges.

Here are the more notable parks, by region:

Northeast: Acadia, at Mount Desert Island (Bar Harbor), Maine.

South: Shenandoah, in Virginia; Mammoth Cave, Kentucky; Great Smoky Mountains, between North Carolina and Tennessee; and Everglades, Florida.

Midwest: Isle Royale, in Lake Superior; Wind Cave, North Dakota.

Southwest: Big Bend, in Texas; Carlsbad Caverns, New Mexico; Grand Canyon, located in Arizona.

West: Glacier, in Montana; Yellowstone and Grand Teton, Wyoming; Rocky Mountain and Mesa Verde, Colorado; Bryce Canyon and Zion, Utah; Olympic and Mt. Rainier, Washington; Crater Lake, Oregon; and Lassen Volcanic, Yosemite, Kings Canyon and Sequoia, in California.

Once you arrive, you can sit and enjoy the scenery, or you can risk aching muscles in any of a number of activities.

Hiking and mountain climbing, of course, are a challenge in all the parks—particularly in the wilder areas. Yosemite, for instance, has 756 miles of new mountain trails. Some of the newest parks, such as Isle Royale, are virtually forest, and you can disappear there for days.

Fishing rates from good to excellent. Yellowstone has some of the finest streams in the country, and sea trout and snapper abound in Everglades. Usually, the parks don't require any special fishing licenses; rangers post local limits, but these usually are generous. In states where a license is required, a ranger at the park gate will issue it. Average fee: $3.

Game stalks—conducted by naturalist-rangers—are great for youngsters. They get a good look at bear, elk, buffalo, without danger. But don't bother to carry a gun—there's no hunting allowed.

You'll find swimming at most parks, golf courses at a few (such as

Continued on next page

YOUR PERSONAL BUSINESS

Specially selected and edited for fleet owners from BUSINESS WEEK, a McGraw-Hill publication

Continued from preceding page

Rocky Mountain), horseback riding, pack trips, boating, and plenty of camping. You'll find some offbeat things, too—cross-country skiing in July at Lassen Volcanic, and gold panning at Mt. McKinley in Alaska.

You can rent almost anything you want—from commercial firms—fishing tackle, outboard motors, pack mules ($12 a week), horses ($35 a week). You would be wise, however, to take your own tent, in case you want to camp out on your own. A guide costs about $15 a day. Less rugged accommodations include tent-cabins and cabins.

For more luxurious accommodations many parks offer first-class hotels and cabins. Among the outstanding are Ahwahnee Hotel at Yosemite, American plan for two around $30 a day; Jackson Lodge at Grand Teton, $14 for two, without meals; Many Glacier Hotels at Glacier, around $24 for two, American plan, which includes meals.

However, at some of the parks—such as Shenandoah and Great Smoky—resort hotels outside the park limits are your best bet.

To arrange a visit write to the superintendent of the park. He'll send details and make your reservations. You'll need reservations, particularly in the big Western parks. For more information, write: Director, National Park Service, U. S. Dept. of the Interior, Washington 25, D. C.

•

The Internal Revenue Service threw in the towel on its plans to require all taxpayers to keep expense account records and report the details on their income tax returns next year.

IRS now says that, if you account to your employer for business expenses, you do not have to keep records. Nor do you have to total or itemize reimbursable expenses on next year's tax return.

If this is your situation, all you have to report is that your expense funds did not exceed "ordinary and necessary business expenses paid by the employee" or, if they did, that the excess has been included in taxable income.

However, if you do not make an accounting of your expenses to your company, you will be expected to make a detailed report on the amount and the nature of these expenses.

•

Are aches and pains beginning to make you wonder if that vegetable garden you're planting is worthwhile? The University of Tennessee Extension Service says it is. A half-acre farm garden will produce enough vegetables for a family of five, assuming soil is fertile and well prepared. If bought in the open market, these vegetables would cost almost $350.

The researchers say that a half-acre plot only takes a total of 12 days hand labor to work. Using a garden tractor cuts the time in half.

Keep plenty of pesticide and weed killer on hand—insects and weeds are your major enemies. You can apply both either wet or dry. For each the dry method is generally more effective and cheaper.

Copyright McGraw-Hill Publishing Co., Inc., 1958. Business Week, 330 W. 42nd St., New York, N. Y.

What more could we say?

R-C MOTOR LINES · INC.
Express Service

February 26, 1958

Truck Refrigeration Service, Inc.,
2111 West Beaver Street,
Jacksonville, Florida.

Gentlemen:

We are pleased to inform you that the Tropic-Aire/Carrier 91G5 model truck refrigeration unit you recently delivered is doing a fine job for us.

This, together with the 69G5 models we have previously purchased from you, gives us a total of six Tropic-Aire/Carrier units now operating in our fleet. We have found them satisfactory in every way, economical to operate and superior in refrigeration qualities.

From the experience we have had to date with these units, we anticipate the addition of more of them in the future.

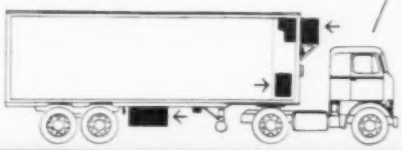
Yours truly,

R.-C. MOTOR LINES, INC.

G. D. Joyner
Vice President

TROPIC-AIRE Carrier

MOBILE REFRIGERATION / AIR CONDITIONING



FRONT, UNDERSLUNG OR INTERNAL MOUNTING

McGRAW EDISON

McGRAW-EDISON CO., Clark Division **5201 W. 65th St., Chicago 38, Ill.**

"Tropic-Aire—Carrier" is a trademark of McGraw-Edison Co., Chicago. Copyright 1958 by McGraw-Edison Co.

Attention, fleet owners!

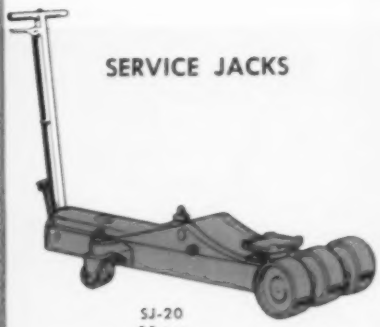
BLACKHAWK'S COMPLETE LINE— THE ONE SOURCE FOR ALL THE JACKS YOU NEED FOR EFFICIENT FLEET SERVICE

★ *jacks to simplify service*
★ *jacks to speed inspections*
★ *jacks to slash PM costs*
★ *jacks to help keep 'em highballing for profit!*

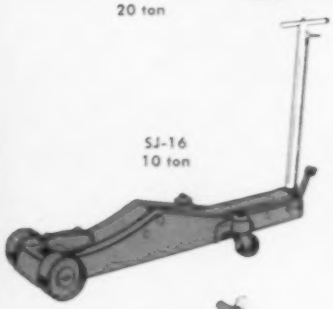
THE PICK OF THE JACKS.....

Slash

SERVICE JACKS



SJ-20
20 ton



SJ-16
10 ton

S-4
4 ton

Also 1½ and 2 ton capacities

fleet service costs

with BLACKHAWK'S long red line

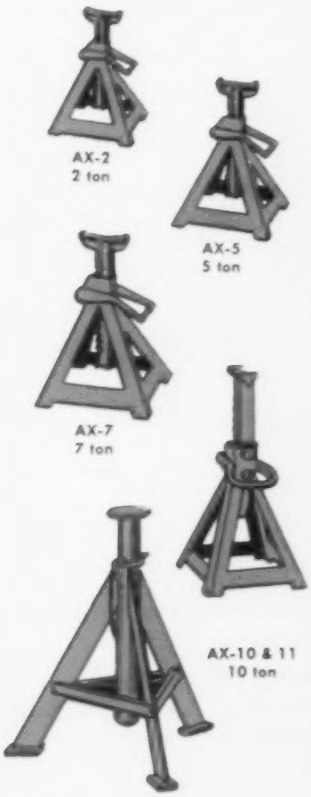
Blackhawk's long red line gives you the right jack for every fleet service job! Advanced fleet servicing demands time-saving transmission jacks, extra-heavy-tonnage floor jacks, higher-capacity horses.

Only with Blackhawk's complete jack line can you match the jack to the job — make vehicle servicing simpler, easier . . . speed up routine inspections . . . cut road failures and non-productive manhour expense!

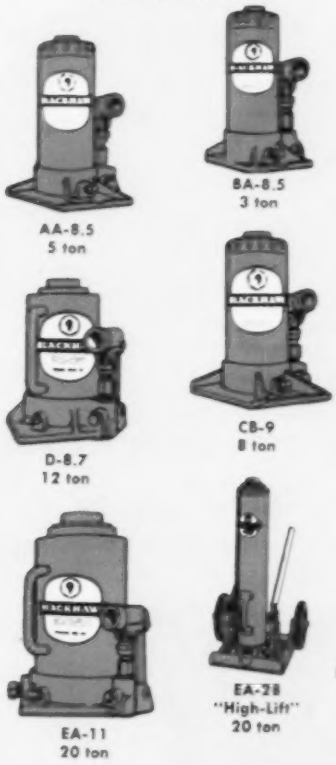
Begin *right now* to crack the whip on hidden, profit-stealing PM delays and skim *more profits* from your operations!

Remember, there's a world of difference in jacks! Call your automotive jobber today and *insist on the best* . . . insist on Blackhawks!

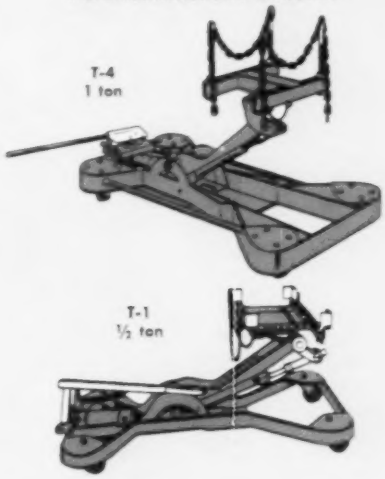
HORSES AND TRESTLES



STANDARD AND HEAVY-DUTY HAND JACKS



TRANSMISSION JACKS



PORTO-POWER HYDRAULIC tools for repairing cabs, dumps, and other metal sections

Call your automotive jobber now! He'll give you a complete demonstration in your shop!

WATCH FOR MORE BIG NEWS COMING FROM

BLACKHAWK®

BLACKHAWK MFG. CO., Dept. J-758, Milwaukee 46, Wisconsin

Coming Events for Fleetmen . . .

IF YOU'RE RUNNING a meeting and want others to attend, send a notice to Coming Events Editor, FLEET OWNER, 330 W. 42nd St., New York 36, N.Y.

A suggestion if you expect to attend a meeting listed below: Some times there are last-minute changes in date or location that we cannot publish. So it's wise to check with association or convention secretaries before you make your final plans.

MAY 1958

11-14 Automotive Engine Rebuilders, Annual Convention, Sheraton-Park Hotel, Washington, D. C. For information, write to: AERA Headquarters, 901 Roosevelt Building, Indianapolis, Ind.

11-17 National Transportation Week.

12-14 Ohio Trucking Assn., Annual Meeting, Hotel Carter, Cleveland, Ohio.

13-16 Council of Safety Supervisors Annual Meeting, Hotel Cleveland, Cleveland, Ohio.

15-17 Georgia Motor Trucking Assn., Annual Meeting, General Oglethorpe Hotel, Savannah, Ga.

15-18 National Truck, Trailer and Equipment Show, Great Western Exhibit Building, Los Angeles, Calif.

18-21 American Petroleum Annual Conference, Roosevelt Hotel, New Orleans, La.

18-22 National Accounting & Finance Council Annual Meeting, Statler-Hilton Hotel, Dallas, Texas.

19-21 National Parking Assn. Convention, Roosevelt Hotel, N. Y.

19-23 National Fire Protection Association, 62nd Annual Meeting, Palmer House, Chicago, Ill.

26-30 American Management Association, National Packaging Exposition, Coliseum, New York City, N. Y.

JUNE 1958

2-5 Local Cartage Annual Conference, Claridge Hotel, Atlantic City, N. J.

3-5 National Parking Assn. Meeting, Sheraton Cadillac Hotel, Detroit.

5-8 Pennsylvania Bus Assn. Annual Convention, Bedford Springs Hotel, Bedford Springs, Pa.

8-13 SAE Summer Meeting, Chalfonte-Haddon Hall, Atlantic City, N. J.

9-12 American Society of Mechanical Engineers, National Conference on Materials Handling, Public Auditorium, Cleveland, Ohio.

11-13 Regular Common Carrier Conference, Board of Governors Meeting, Wentworth-by-the-Sea, Portsmouth, N. H.

17-18 North Carolina Bus Assn., Annual Convention, Robert E. Lee Hotel, Winston-Salem, N. C.

20-21 Pennsylvania Motor Trucking Assn. Annual Membership Meeting, Penn Harris Hotel, Harrisburg, Penn.

JULY 1958

14-16 Truck-Trailer Manufacturers Assn. Meeting, The Homestead, Hot Springs, Va.

AUGUST 1958

11-14 SAE National West Coast Meeting, The Ambassador, Los Angeles, Calif.

SEPTEMBER 1958

8-11 SAE National Farm, Construction and Industrial Machinery Meeting, Production Forum and Display, Milwaukee Auditorium, Milwaukee, Wis.

18-20 Pennsylvania Motor Trucking Assn., Fall Meeting, Galen Hall Hotel & Country Club, Wernersville, Pa.

. . . And Training Courses

Courses for management, supervisors and maintenance men—here's where you'll find the time and place.

MAY 1958

5-16 Traffic Officers Training School, Pennsylvania State University, University Park, Pa.

14-15 Motor Fleet Supervisor Training Workshop in Advanced Technique, Pennsylvania State University, University Park, Pa.

19-23 Safety Management Techniques Training Course. For information, write to: National Safety Council, 425 N. Michigan Ave, Chicago 11, Ill.

19-June 13 Truck Drivers Training School, North Carolina State College, Raleigh, N. C.

20-22 Trainers of Commercial Drivers Course, University of Kansas, Lawrence, Kan.

21 Top Management Conference, Purdue University, Lafayette, Ind.

JUNE 1958

2-6 Fleet Supervisor Course, Northwestern University, Evanston, Ill.

5-6 Top Management Conference, Pennsylvania State University, University Park, Pa.

23-July 18 Truck Driver Training School, North Carolina State College, Raleigh, N. C.

JULY 1958

8-18 Ninth Annual Course for Instructors in Driver and Traffic Education, Ontario Safety League, Toronto, Can.

28-Aug 22 Truck Driver Training School, North Carolina State College, Raleigh, N. C.

SEPTEMBER 1958

1-26 Truck Driver Training School, North Carolina State College, Raleigh, N. C.

8-12 Fleet Supervisor Course, Pennsylvania State University, University Park, Pa.

15-19 Fleet Supervisor Course, Ontario Safety League, Toronto, Can.

15-19 Fleet Supervisor Course, Purdue University, Lafayette, Ind.

22-26 Trainers of Commercial Drivers Course, Pennsylvania State University, University Park, Pa.

24-26 Occupational Safety Conference, Pennsylvania State University, University Park, Pa.

29-Oct 3 Efficient Terminal Management Course, Pennsylvania State University, University Park, Pa.

"108 degrees, food on board, now extra miles ... these brakes are really gonna catch it!"

Good thing this rig stops on American Brakeblok. She'll deliver the payload on time—and safely!

Extra miles are no problem with American Brakeblok. You get thousands *more* "stop-sure" miles *and extra payloads* from these rugged blocks or linings . . . because they *maintain an unyielding, peak friction value*—right down to the bolt tops!

No friction "wear-off", these blocks are solid and noncompressible—not woven, laminated or impregnated.

For carriers, buses or highly specialized rigs . . . a recent survey shows 17% more operators use American Brakeblok than the next leading make.

Specify

American Brakeblok

heavy-duty lining and thick blocks

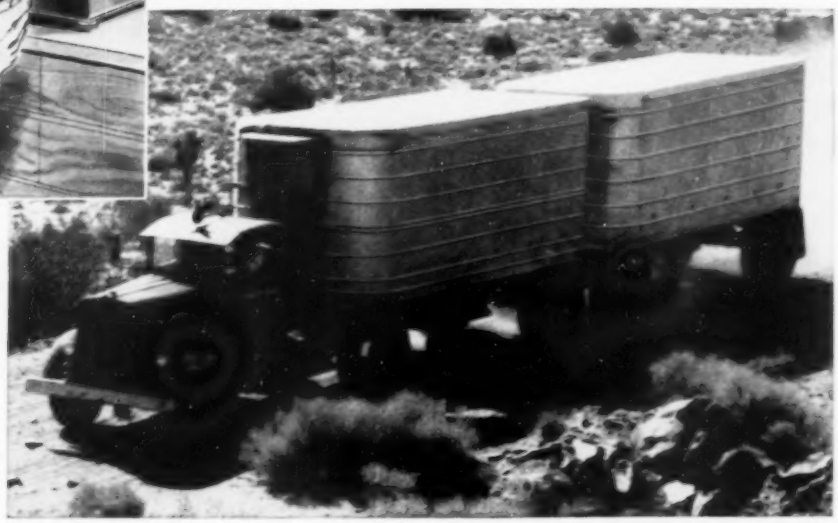
AMERICAN Brake Shoe COMPANY

AMERICAN BRAKEBLOK DIVISION • *Executive Offices*. P. O. Box 21, Birmingham, Mich.
Plants in Winchester, Va. • Cleveland, Ohio • Hillburn, N. Y. • Lindsay, Ont. • Mexico City, Mexico • Gif, France

NAPA

PROVED IN THE LAB...

PROVED ON THE ROAD!



NEW *TRANSULITE* INSULATION REDUCES MOISTURE PICKUP

Standard laboratory test shows that the specially developed binder in Transulite keeps moisture pickup under 5% by weight.

Transulite is a new moisture-resistant insulation *specifically developed* for refrigerated trucks and trailers. Even when frequent door opening exposes it to the effects of condensation, a special binder cuts moisture pickup to a minimum in L·O·F Glass Fibers' Transulite . . . helps it maintain *full* insulating efficiency.

L·O·F Glass Fibers' Transulite is made from fine glass fibers and bonded with this special new binder. In addition to its excellent moisture resistance, it offers:

- *Excellent Vibration Resistance*—Has outstanding resistance to sagging and settling.
- *Top Thermal Efficiency*—Rates as one of the most efficient of insulations on a heat-resistance-to-weight basis.
- *Light Weight*—As little as ⅔ oz. per sq. ft. Allows increased payloads. Compression-packed rolls are easy to handle.
- *Pleasant, Easy Installation*—Pleasant to handle, even without gloves. Resilient blanket stays in place without clips or adhesives, speeds application.

Find out more about how this amazing new insulation gives highly effective protection for frozen or perishable cargoes. Write today: *L·O·F Glass Fibers Company, Dept. 43-58, 1810 Madison Avenue, Toledo 1, Ohio.*

L·O·F GLASS FIBERS

L·O·F GLASS FIBERS COMPANY • TOLEDO 1, OHIO

© 1957, L·O·F Glass Fibers Company

How to get more miles from your tires

ECO Tireflators®

give Exact Pressures **automatically**

Cost-conscious fleet operators know how proper tire inflation cuts "down-time" losses, helps keep tight schedules and increases tire life.

Eco Tireflators *automatically* inflate tires to proper pressures, end guessing and under-and-over inflation.

No matter how large or small your fleet is, Eco Tireflators save you money in tire costs every day of the year. They cut labor costs, too, because there is no need to "inflate and check" and no time lost hunting for gages.

Wall, post and remote control models let you put Eco Tireflators wherever they serve you best.

JOHN WOOD COMPANY

Bennett Pump Division • Muskegon, Michigan

IN CANADA: **JOHN WOOD COMPANY LIMITED** • Toronto • Montreal • Winnipeg • Vancouver

SAVE $800 with $40 Recorder

Automatically Records every minute of

TRAVEL TIME IDLE TIME . . .

can even record engine idling time!

Here's the business-like way to check up on delays and overtime. It also gives you a basis for improving scheduling.

Many companies have bought these by the dozen and now have hundreds in daily use. Good drivers like the SERVIS RECORDER and its record of a good day's work.

This "Time Clock" is called

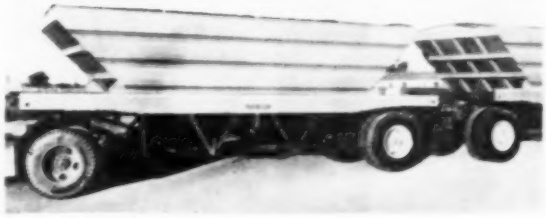
SERVIS RECORDER

It makes a clear record on permanent charts. Motion of your truck activates the recorder. No mechanical hook-up is involved. *It couldn't be simpler or more dependable.* Write today for "The Instrument that Cuts Truck Costs."

THE SERVICE RECORDER COMPANY
1013G Rockwell Avenue • Cleveland 14, Ohio

Aluminum ramps . . .

. . . for haulaways are trimming 300 lb off the weight of trailers operated by Automobile Shippers, Inc., Detroit, Mich. Each of the fleet's 400 trailers is equipped with four ramps, 13 ft long. In addition to operating economies due to weight savings, advantages include: less maintenance—no painting needed; easier handling—hence better employee relations. Another plus is resale value of aluminum as salvage when replacement ramps are required. The skids were a joint development of Automobile Shippers, Inc., and Reynolds Aluminum Co. Eugene Cassarol, president of the trucking company, announces plans for a subsidiary to manufacture the ramps for sale to haulaway competitors.



Converted flatbed . . .

. . . becomes a hopper-type tank trailer during the short but extremely busy grain season on the West Coast. At grain-harvest time, the flatbed floors are removed and the hoppers inserted. At other times, the tanks are lifted out and the floor in re-installed, re-coverting the trailers to flatbeds. These Fruehauf trailers are an important part of the fleet operated by Clark Trucking Co., Sacramento, Calif. They're used as doubles or single units. Semitrailers are 23 ft long, and the four-wheelers are 21 ft long. All are equipped with 10/20 tires, 16½ x 7 air brakes, 10-hole Budd wheels, 24 in. KP and 34 in. RAS on semitrailers. Tanks have 24 x 24 in. gates, cross bows, etc.

Engine Maintenance DROPS with wix Cartridges in Your Oil Filters

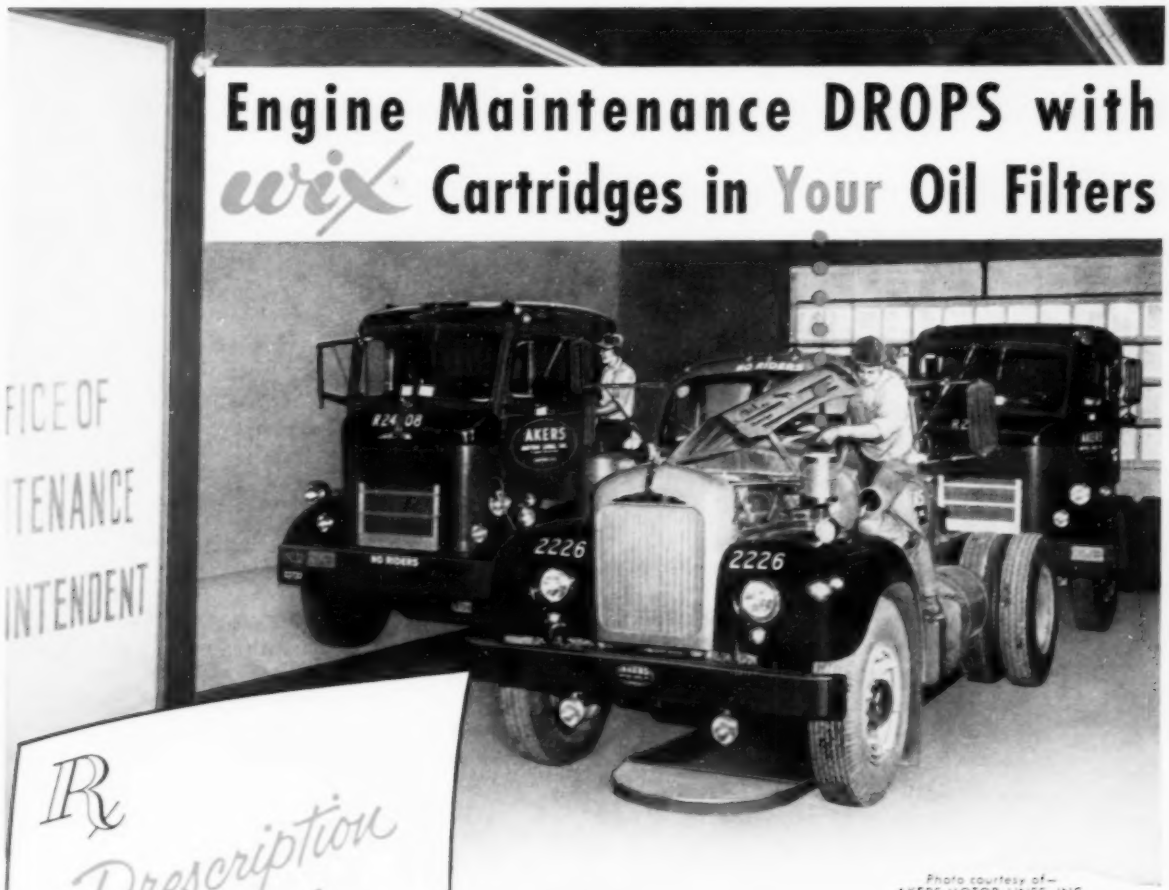


Photo courtesy of—
AKERS MOTOR LINES, INC.
Users of WIX CARTRIDGES.

WIX Hevi-Duty Filter Cartridges keep engines in condition and damaging dirt, grit and gummy sludge out of *your* engines. That's why WIX-wise fleets keep their vehicles on the road, out of the shop, LONGER! There's a WIX *Prescription-type* air, lube or fuel replacement expressly engineered for EVERY filter equipped gasoline or Diesel engine on all trucks, buses, passenger cars and other equipment.

You'll find WIX Prescription Filtration sharing the responsibility for many profitable fleet operations all over America. Ask for a FREE WIX Fleet Manual . . . Featuring complete maintenance records for each vehicle in your fleet—gasoline or Diesel. Call your local WIX Jobber, or write us direct.

wix® FILTERS

as seen in... The Saturday Evening POST

WIX CORPORATION • GASTONIA, N. C.
In Canada: Wix Corporation Ltd., Toronto

WEAVER WHEEL DOLLY

handles largest truck and bus duals

Model WR-31 2500 lb. Capacity

One man can easily remove, replace, or transport heaviest wheels with a Model WR-31 Weaver Wheel Dolly. No helpers are needed. A built-in hydraulic jack simplifies all raising and lowering. Lifting arms are of roller type to permit revolving of wheel to line up bolts or keyways. Strong chain holds wheels upright. Loads roll easily on ball bearing swivel casters. The Weaver Wheel Dolly is a "must" for fleet shops where wheel handling is a major problem. It quickly pays for itself in time saved on all jobs requiring wheel handling.

WEAVER WA-75 GIANT JACK

has up to 10 ton lifting capacity

Weight is no object with this fast-acting, easy-to-use jack. It safely lifts heaviest loads with minimum effort. QUICK LIFT LEVER located at base of handle enables operator to conveniently raise saddle as he checks lifting point. Long, low, tip-proof frame reaches under lowest axles. Spring-balanced handle operates on any phase of stroke. Release handle, safety lock, and handle lock are conveniently located at top of handle. Lifting range is 5⅞" to 24".

WEAVER SHOP SERVICE STANDS

There are many jobs where a pair of Weaver Service Stands can be placed under the lifted load – thus freeing the floor jack for other uses. No. WI-24 stand shown at left has a capacity of 14 tons per pair.

See your WEAVER jobber or write us for Bulletins desired

WEAVER

WEAVER MANUFACTURING CO., SPRINGFIELD, ILL. U.S.A.

SERVICE SHOP EQUIPMENT

Complete Weaver line includes: Twin Post Lifts . . . Triple Post Lifts . . . Single Post Roll-on, Free-Wheel and Frame Type Lifts . . . Unit Lifts . . . Bumper Lift . . . Car Washers . . . Wheel Alignment Equipment . . . Headlight Testers . . . Brake Testers . . . Wheel Balancing Equipment . . . Jacks . . . Wheel Dollies . . . and Air Compressors.

Two Tax Changes on the Way for Fleets

RECENT DEVELOPMENTS in New Mexico and Kentucky indicate truckers operating in those states may expect new tax laws in the near future.

In New Mexico, a report on truck taxes made by the Legislative Finance Committee shows "a very definite shift of the tax burden" from big to small operators. It is believed that the shift is due to an amendment (CH. 276) to the tax law. Says Committee Chairman Carter Anderson: "It is apparent there are definite deficiencies in the 1955 law that may need to be corrected." However, he adds that his committee will make no recommendations at present.

In Kentucky, a 1956 two-cent fuel surtax for heavy trucks has brought in less revenue than was expected, and new tax proposals are under study by the Department of Revenue. Opposition of fleetmen is reported to be less strenuous than might be expected. Reason: An administration bill easing truck height and length limitations.

New Mexico's 1955 tax amendment . . .

. . . replaced a tax based primarily on mileage with a "proportional registration" system, devised to apportion tax revenue from a company operating in other states besides New Mexico. Under this system, miles traveled in New Mexico are compared to the miles traveled in other states.

A study conducted by the Legislative Finance Committee's staff research assistant indicates that under this amendment, "the smaller the operation, the higher the rate has been on a per-mile basis, and particularly on the small in-state operators." One example cited by the report said an intra-state carrier would pay about twice the taxes that an interstate carrier would pay on the same number of trucks and trailers.

The report, however, covered only 20 firms, and Corporation Commission Chairman James Lamb has stated that it may not represent a complete picture. He said he believes about $260,000 in port of entry taxes should have been included. The study did not include the fuel tax of 6 cents a gallon.

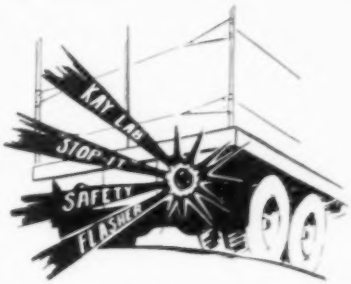
Kentucky's 1956 surtax on fuel . . .

. . . was enacted with the expectation that it would bring in $1,800,000 a year in new revenue. It produced only $316,152 last year. $450,000 for the current fiscal year. As a result, the Legislature may be asked to abandon the surtax entirely in favor of some other form of taxation.

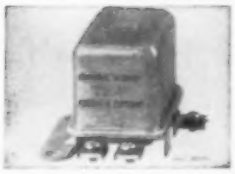
Softening the blow for truckers is House Bill 139 mentioned above. It increases permissible truck heights from 12½ ft to 13 ft, maximum lengths from 48 ft to 50 ft. These limits apply only on routes designated Class AA.

"KAY LAB"
FOR DEPENDABLE QUALITY PRODUCTS

KAY LAB is repeatedly the choice with every City, County and State government requiring flashing lights on emergency vehicles because only Kay Lab has the features specified.



"STOP-IT" SAFETY FLASHER
Finest flasher made. Makes lights flash on-and-off. Used for flashing warning signals and directional signals. Available in 4 types. Will flash any auto lamp to 64 candlepower, 5 ampere, standard ratings 6 or 12 Volts.



ALTERNATING FLASHER
HEAVY DUTY. Meets requirements of State Laws for alternating flashing signals. Up to 15 amperes, 6 or 12 Volts. No parts to wear out; requires no lubrication, no upkeep. Operates magnetically. Good for lights or horn signals.

Write for Folders, prices and name of nearest Jobber

MACCHI & COMPANY
819 Valencia Street, San Francisco 10, Calif.

Fleet Owners: Try These Two Sure Cures to SAVE MONEY • CUT REPAIRS • INCREASE MILEAGE!

STOP OIL BURNING!

• **Pour MOTOR CURE into the engine oil.** Exclusive "Cushion Plating Action" fills in, plates, tightens in and around rings and cylinder bores with a PURE PETROLEUM BASE SEAL! Saves oil! Saves gas! Saves Engines! Get *all* the facts. 16 fl. oz. . . . List **$1.95**

WRITE TODAY FOR FULL DETAILS OF THESE QUALITY PRODUCTS.

STOP LEAKS in Transmissions

• **Pour TRANS-CURE into transmission fluid.** Eliminate slipping, jerking, howling, grinding. Restore smoothness and power. This PURE PETROLEUM SEALANT swells and coats around seals and gaskets—keeps them soft and pliable.
16 fl. oz. . . . . List **$2.45**

THE KAPRO CORPORATION
2329 S. Michigan Ave., Chicago 16, Ill. Dept. F-5

"COVER" STORY – This trio of canvas-topped trailers is from a fleet of over 600 trucking units owned by The Davidson Transfer & Storage Co. of Baltimore. Operating from 16 major terminals, Davidson trucks carry freight along the Atlantic Seaboard, and household possessions from one end of the country to the other. Extremely conscious of its responsibilities both on the road and off, the company has been awarded more than 40 citations for safety since 1950. Much the same care is exercised to protect cargo in transit. These open-topped trailers, for instance, are equipped with sturdy, protective covers made by A. L. Robertson, Inc., Baltimore, Md. from Mount Vernon No. 6 Water-Resistant Duck.

This is another example of how fabrics made by Mount Vernon Mills, Inc. and the industries they serve, are serving America. Mount Vernon engineers and its laboratory facilities are available to help you in the development of any new fabric or in the application of those already available.

UNIFORMITY Makes The Big Difference In Industrial Fabrics

Mount Vernon Mills, inc.

A LEADER IN INDUSTRIAL TEXTILES

TURNER HALSEY COMPANY
Selling Agents

Main Office and Foreign Division: 40 Worth Street, New York, N. Y.
Branch Offices: Chicago • Atlanta • Baltimore • Boston • Los Angeles

America's Lowest-Priced Pickup!

Only
$1595

Studebaker Scotsman

SCOTSMAN SETS NEW NASCAR RECORD...

The SCOTSMAN Pickup averaged 29.541 miles per gallon on regular gasoline in 3976-mile cross-country NASCAR supervised test run . . . a new record for all ½-ton pickups.

You'll find *everything* you require for light duty hauling in the Scotsman for only $1595*. . . so why pay more? Here is a vehicle designed for work without expensive, useless decorations. The Scotsman's efficient "L-head" six engine powers it on minimum fuel requirements and new simplified design cuts maintenance time and expense. The Scotsman is basic transportation with high payload characteristics. And it's built with traditional Studebaker durability for a long life of hard work.

To get the complete story—see your dealer and drive the Scotsman today. It will save you money!

Compare these prices!

SCOTSMAN	**– $1595* America's lowest-priced pickup!**	
Truck D	– $1854*†	Buy a Scotsman SAVE $259!
Truck F	– $1873*	Buy a Scotsman SAVE $278!
Truck C	– $1884*	Buy a Scotsman SAVE $289!
Truck IH	– $1905*	Buy a Scotsman SAVE $310!
Truck GM	– $1969*	Buy a Scotsman SAVE $374!

Get the complete story on the Scotsman and the full line of Studebaker trucks – see your dealer today.

Studebaker-Packard
CORPORATION

Where pride of Workmanship comes first!

*Price for standard lowest-priced ½-ton pickup with box, including servicing for retail delivery. Optional equipment, transportation and local taxes extra.
†Service for retail delivery not included.

Thermoid Air-Brake Diaphragms

go over BIG...

. . . because the exclusive *Neoprene-Nylon construction* provides maximum resistance to oil, abrasion, heat, and constant flexing. *Super-Grip Bond* resists "ballooning", a frequent cause of diaphragm failure. *Double Air Seal* protects against air leakage caused by uneven tightening of bolts. Available for all standard size chambers . . . clamp or bolt-on types.

Thermoid

Thermoid Company
Trenton, N.J.

Other high quality Thermoid Products . . .
Modernized to meet modern driving conditions.

Hydraulic Brake Fluid and Parts

Brake Lining and Bonded Shoes

Fan Belts and Radiator Hose

321 New Buses Delivered in March

BASED ON MONTHLY REPORTS from the manufacturers, this list is as complete as we can make it. But not all manufacturers report regularly, so we can't claim to be 100% complete. You'll find the cumulative total for 1958 at the end. *Note: The two final digits indicate seating capacity.*

Campus Travel, Inc. (N. Y.)
1 GMC—PD-4104—41

Capital Motor Lines (Ala.)
1 GMC—PD-4104—41

Carolina Coach Co. (N. C.)
20 GMC—PD-4104—41

Central Coach, Inc. (Mass.)
1 GMC—TDM-4515—45

Central Greyhound Lines (Minn.)
39 GMC—PD-4104—41

Continental Panhandle Lines, Inc. (Tex.)
1 GMC—PD-4104—41

Hermine Bus Co., Inc. (N. J.)
1 GMC—TDH-4512—45

Jamaica Busses, Inc. (N. Y.)
5 GMC—TDH-5106—51
5 GMC—TDM-5108—51

Jefferson Transportation Co. (Minn.)
4 GMC—PD-4104—41

Lincoln Bus Co. (N. J.)
1 GMC—TDH-4512—45

Lincoln Transit Co., Inc. (N. J.)
5 GMC—PD-4104—41

Los Angeles Metropolitan Transit Authority (Calif.)
88 GMC—TDH-4801—48
10 GMC—TDM-4515—45

Manhattan Coach Lines, Inc. (N. J.)
5 GMC—PD-4104—41

Frank Martz Coach Co. (Pa.)
2 GMC—PD-4104—41

Missouri, Kansas & Oklahoma Coach Lines (Okla.)
6 GMC—PD-4104—41

New Mexico Transportation Co. (N. M.)
4 GMC—PD-4104—41

Mount Hood Stages, Inc. (Ore.)
5 GMC—PD-4104—41

Okanogan Valley Bus Lines, Inc. (Wash.)
1 Flxible—228JT1-37-IC—37

Oklahoma Transportation Co., Inc., The (Okla.)
5 GMC—PD-4104—41

Pickett Service Co. (Va.)
1 Flxible—218GM1-58-29IC—29

Queen City Coach Co. (N. C.)
6 GMC—PD-4104—41

Red and Tan Lines, Inc., The (N. J.)
2 GMC—PD-4104—41
10 GMC—TDM-5108—51

Richmond Greyhound Lines, Inc. (D. C.)
6 GMC—PD-4104—41

Safeway Trails, Inc. (D. C.)
5 GMC—PD-4104—41

Southwestern Greyhound Lines, Inc. (Tex.)
50 GMC—PD-4104—41

Texas, New Mexico & Oklahoma Coaches, Inc. (Tex.)
7 GMC—PD-4104—41

Union Bus Lines, Inc. (Tex.)
1 GMC—PD-4104—41

Missouri Southern Coaches (Mo.)
1 GMC—PD-4104—41

Western Greyhound Lines (Calif.)
5 GMC—PD-4104—41

Zephyr Lines, Inc. (Minn.)
2 GMC—PD-4104—41

FOREIGN DELIVERIES

General Mtrs. Corp., Foreign Dist. (N. Y.)
4 GMC—TDH-4512—45

Transportes Internacionales (Guatemala)
2 Flxible—218GM1-57-29IC—29

Omnibus de Mexico, S. A. de C. V. (Mexico)
9 Flxible—228GM1-58-37IC-AC—37

Total reported for 1958: 911

Push-button starting!

• New Wisconsin Engine-powered reefer kit modernizes every truck in your reefer fleet.

Now available . . . Wisconsin Engine with *electric starter* and *remote control button* mounting at convenient height. Picture at right shows how easily operator *now* starts Wisconsin Engine, while he stands on ground. Truck battery provides starting power. Low cost kit helps you maintain good safety records. *Use coupon. Get details.*

Obsoletes dangerous "balancing acts"

New, low cost Wisconsin Engine reefer kit keeps operator on ground, eliminates dangerous falls. *Use coupon. Get details.*

Here's what you get

Model ACN 6 hp. or BKN 7 hp. model with 6 or 12 volt electric starter, solenoid starting switch, choke control, terminal box with receptacle *less* wiring plus complete installation instructions. *Use coupon. Get details.*

WISCONSIN MOTOR
Corporation
MILWAUKEE 46, WISCONSIN

World's largest builder of heavy-duty air-cooled engines.
More than 2,000 service stations . . . several near you.

Please send name of nearest distributor along with "spec" bulletin form S-203 with engineering data and prices.

We operate ..... reefer trucks.

Name .....

Firm .....

Address .....

City ..... Zone ..... State .....

A8-6184

ONLY THE MOST RUGGED
COULD SURVIVE

IMAGINE

A line of Buses and Trolleys, bumper to bumper, stretching from Chicago to San Francisco—that's how many one BLACKHALL has washed since 1936 and still going strong!

This is the WASHER

A case where the original cost has long been forgotten!

Ask for Bulletin 108

ROSS AND WHITE COMPANY.

CHICAGO DAILY NEWS BUILDING, CHICAGO

CARLETON P. ROSS, PRESIDENT R. W. BURRILL, VICE PRESIDENT-SALES

IT'S HERE!

THE NEW

Brockway Huskie

TRUCK SERIES

DIESEL AND GASOLINE POWERED

a living legend of the highway for more than 45 years

BROCKWAY MOTOR TRUCKS, CORTLAND, NEW YORK *Division of Mack Trucks, Inc.*

"230,000 miles so far...

Manufacturers of trucks, tractors, trailers offer Multi-Luber to help you slash operating, maintenance costs, boost net profits

Hundreds of thousands of test miles prove:

- Multi-Luber increases operating efficiency of Trucks, Tractors, and Trailers to a uniform maximum.
- Eliminates man-hours and equipment down-time required for conventional chassis lubrication.
- Increases service-life of bearings and moving parts . . . reduces cost of replacing bearings damaged due to inadequate lubrication.
- Insures positive, dependable performance with uniform efficiency regardless of variations in temperature and weather.
- Resists deteriorating effects of dust, mud, snow and ice . . . sturdy construction . . . engineered to last.
- Prevents contamination of lubricant . . . sealed System assures application of refinery clean oil each time MULTI-LUBER is cycled.

Lincoln

LINCOLN ENGINEERING COMPANY
Division of The McNeil Machine & Engineering Co.

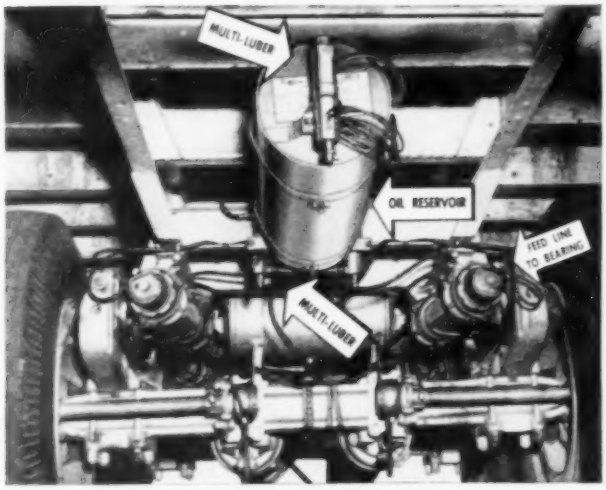
...and no repair or parts replacement on trailer" with

Lincoln Multi-Luber*

automatic POWER LUBRICATION

"The highest mileage we have ever recorded on any trailer equipped with the GT unit was approximately 80,000 miles before overhaul. The first Fruehauf unit equipped with automatic oiler has recorded approximately 230,000 miles so far with no repair or parts replacement. There is no evidence of slack or wear now."

E. H. Stokes, ***Maintenance Supervisor***
Osceola Foods, Inc.
Osceola, Arkansas



View from rear of trailer showing air-operated Multi-Luber units mounted on 7-gallon lubricant reservoir. Feed lines supply lubricant to axle hanger bracket assemblies, brake cams, slack adjusters.

Lubricate while you operate!

Multi-Luber automatically cycles with application of the brakes, forcing a measured quantity of refinery-pure lubricant under high pressure into every bearing. Bearing surfaces are constantly flushed, and are assured a uniform protective film of lubricant whenever motor is running.

For full information . . . write now for Bulletins 532, 533, and 534.

*Trade Name Registered

5767 Natural Bridge Avenue · St. Louis 20, Missouri

FLEET OWNER Searchlight Section

CLASSIFIED ADVERTISING BUSINESS OPPORTUNITIES · EQUIPMENT · EMPLOYMENT

For Sale
USED BUSES AND PARTS

PDG-3701 GMC
PDG-4101 GMC
PD-3751 GMC (1947-48)
PD-4103 GMC (1951)
IC-41 ACF (1947-48)
C-44 ACF (1947-48)
C-49 MACK (1957)

Large number of each model to choose from—Most of these buses now stored at various locations—some near you.

For Further information and prices call or write:

THE GREYHOUND CORPORATION

Equipment Department

5600 Jarvis Avenue Chicago 31, Ill.
Phone: NI les 7-6400

FOR SALE
309 GRANT FARELOCKS WITH PROTECTOR SHIELDS.

Very short time in service.
Excellent condition.
Very attractive price.
Terms can be arranged to suit buyer.

WANTED

Approximately 200 Perey Turnstiles, equal or similar to Model 27-D or No. 77 Superstiles to operate on a dime and a .650" diameter token.

Furnish literature, specifications, terms, conditions, prices, and earliest possible delivery.

CIA. METROPOLITAN DE AUTOBUSES, INC.
P. O. Box 2552, San Juan, Puerto Rico

HOLMES WRECKER

Government surplus 10 ton twin boom Holmes wrecker, like new but priced at only $1445.00. Phone Charles E. Bailey.

MEMPHIS EQUIPMENT CO.
766 S. Third Memphis, Tenn. JAckson 5-7841

GMC 6x6 NAMED ARMY'S BEST ALL-AROUND TRUCK!

UNUSED!
GUARANTEED! NEW-TRUCK PERFORMANCE!

- **Extra Pull Power!**
- **Double Traction for Mud!**
- **Special "Off Road" Design!**

From Government Storage — these all-wheel-drive GMC 2½ ton 6x6's were specially designed by the U. S. Army to take the roughest terrain in all kinds of weather. These unused 6x6's can do the same for you in all your truck jobs; whether in a muddy field or along a super highway.

Processed — by Memphis Equipment Company — down to the last bolt to assure you of receiving the finest unused GMC 2½ ton 6x6 trucks available today. Parts available anywhere in the nation.

For specifications, prices, delivery, write wire or phone collect JAckson 5-7841

MILTON Y. TOOMBS, JR.
Sales Manager

MEMPHIS EQUIPMENT Company
ARMY TRUCKS • PARTS
CONSTRUCTION EQUIPMENT
766 SO. THIRD STREET • MEMPHIS, TENN.

'58 Stageway CHEVY WAGONS!

Choose from two Stageway Chevrolet Wagons in 1958: 15-pass. at $5495.00; 12-pass. at $5395.00. Prices include V8 engine, booster brakes, full heavy duty equipment. Also available in Chevrolet are 12-pass. Sport Cruisers, and 15-pass. Carry-Alls.

In Oldsmobile, Stageway offers two new coaches — a new 12-pass. Sport Cruiser and Station Wagon. *Always a nice selection of used Stageway coaches.*

Call, Write or Wire Dave Moore

QUEEN CITY CHEVROLET CO.
6th & Sycamore -- Cincinnati 2, Ohio
PArkway 1-4880 -- Night: MYrtle 7-2604

Injector Trouble?

Solve your problem with remanufactured H. V. Series Injectors on an exchange basis. *Special Fleet Prices*

BUS PARTS INC.
2022 N.W. 1st. Ct. Miami, Flordia.

WANTED—DISCARDED

GM71 Old Style & HV Series Injectors & Parts. Top Money Paid.

Cassidy, 7120 Carnegie Avenue
Cleveland 3, Ohio

WHERE TO BUY

CAR WASHERS

AUTOMATIC ALL PURPOSE SYSTEM REVOLUTIONIZES VEHICLE WASHING

WRITE FOR INFORMATIVE FOLDER

Wohlert Corporation
LANSING 1 MICHIGAN

SAVE YOUR TARPS!

Equip your trucks with "Tarp-Tethers" . . . Weatherproof Rubber Springs installed in rope lashings to "GIVE" as tarp shrinks and dries.

No ripped-out grommets . . . no damage from wind-whipping.

Write for Details and Prices

RUBBERHIDE CO., INC.,
BOX 631F, TRENTON 4, N. J.

TRUCK MARKING OUR SPECIALTY

PRESTOFLEX CORPORATION
Mason City, Iowa

No Charge for Sketch — Send for Samples

DECALS

PLASTIC BRILLIANT TOUGH

MADE TO YOUR SPECIFICATIONS

ALLIED DECALS INC. 8304 HOUGH AVE. CLEVELAND 3, OHIO

"Auto Network" Aids Eastern Truckers . . .

. . . by alerting them to road conditions they can expect to encounter on their routes. Volunteering their services, 31 affiliates of the Mutual Broadcasting System have joined together to keep motorists "completely informed" on road, traffic and weather conditions along more than 2200 miles of highways from New York to Florida.

Motorists are told where to tune . . .

. . . in order to pick up the next affiliate along their route, at the end of the highway news broadcasts. In this way, a driver heading to Florida from Buffalo, for example, would tune to station WEBR at the start of his route. He would be advised that the next Mutual station east of Buffalo is WBTA, Batavia, N.Y. The driver would also be told that the wave-length of WBTA is 1490 kilocycles.

Here's a listing of the 31 stations . . .

. . . of the Mutual Broadcasting system that are participating in the network:

- New York—WEBR, Buffalo; WBTA, Batavia; WMBO, Auburn; WNDR, Syracuse; WKAL, Rome-Utica; WOKO, Albany; and WKNY, Kingston.
- Pennsylvania—WIP, Philadelphia; WPPA, Pottsville; and WCMB, Harrisburg.
- Maryland—WWIN, Baltimore.
- District of Columbia—WGMS, Washington.
- Virginia—WRNL, Richmond; and WLOW, Norfolk.
- North Carolina—WHNC, Henderson; WFNC, Fayetteville; and WGNI, Wilmington.
- South Carolina—WLAT, Conway; WFIG, Sumter; and WHAN, Charleston.
- Georgia—WBBQ, Augusta; WCCP, Savannah; WNEX, Macon; WAYX, Waycross; and WVOX, Valdosta.
- Florida—WSBB, New Smyrna Beach; WMMB, Melbourne; WSIR, Winter Haven; WIRK, West Palm Beach; WTSP, St. Petersburg; WKAT, Miami-Miami Beach.

Information on road conditions . . .

. . . is gathered from turnpike authorities, city, county, and state police by local-station newsmen. In addition, WIP, Philadelphia, regularly receives calls from over-the-road truckmen with accident and detour tips. WLOW, Norfolk, gets reports from bus drivers on intra and interstate runs.

Here's how to get tire protection!

THE EVERHOT TIRE BRANDER is the only method of marking your tires permanently to permit tracing and enable you to keep track of every tire. Start branding today. Be sure that you get full value out of every tire.

Remember that a single year of high tire loss can put a big hole in your earnings. Prevent its happening to you. Write for details and free sample of tire mileage record forms.

CUT TIRE COSTS By BRANDING

● Many fleet owners are protecting their tire dollars with the Everhot Tire Brander. They get the benefit of all six points listed. It pays every day.

1 Know the exact mileage you get on each tire.

2 Know the cost per mile of every tire in service.

3 The EVERHOT Tire Mileage Record System gives you complete details on each tire.

4 You combine the EVERHOT System of branding and record keeping. You know at a glance where and how your tire costs can be reduced.

5 It's simple to check every tire in storage once they are branded.

6 Branding and record keeping assures your receiving full use of every dollar invested in tires.

EVERHOT MFG. CO., MAYWOOD, ILL.

The Year Advertising Helped

This editorial message was first published by McGraw-Hill two years ago. It describes advertising's dramatic contribution to the American economy during 1954. The theme of the editorial—that advertising can help promote economic stability by stimulating sales at a crucial time—is even more pertinent today.

As our economy grows, it is constantly changing. The conditions business faces today are not the same in every respect as those it faced in 1954. But business again has the opportunity, through advertising and other selling efforts, to help sustain a high level of economic activity. At the same time, it will be building markets for the period of renewed expansion that is sure to follow.

This editorial is reprinted exactly as it appeared in 1956 except for minor editorial changes to bring it up to date. Permission is freely extended to newspapers, groups or individuals to quote or reprint all or parts of the text.

Donald C McGraw

PRESIDENT

McGraw-Hill Publishing Company, Inc.

IN 1954 we had a business recession in the United States. Sales fell about 4% during the year. If management had followed the historic pattern of business ups and downs, advertising volume would have fallen much further.

But in 1954 the volume of advertising did not fall. It increased over 5%, and expenditures in all major advertising media rose. Every effort was made to stimulate sales when sales were needed to sustain prosperity.

This was something entirely new under the sun. It had a powerful influence in making the recession of 1953-54 one of the mildest on record. It helped greatly to speed business on to the record-breaking levels it attained in the years 1955-57.

There are several reasons why America's business management attacked this decline in sales with more advertising. One of them grew out of the greatly strengthened position of the American consuming market. Consumers' income after taxes has been rising an average of over $10 billion a year since 1946, and this rising income is more widely distributed than ever before. Furthermore, consumers had piled up reserves of about $200 billion in cash or its equivalent. These reserves offered a new and powerful inducement to increased selling and advertising effort even in the face of a possible decline in consumer income. (At the end of 1957, consumer reserves were $225 billion.)

Taking the Longer View

However, the principal reason why a sales decline was attacked with increased advertising is management's new-found conviction that good advertising is essentially an investment in the development of a market. Successful development requires sustained investment. The inclination of business management to take this longer view is, of course, motivated

McGraw-Hill PUBLISHING COMPANY,

ABP HEADQUARTERS FOR

Kill a Business Recession

by the fact that the American market, with over 3 million consumers being added annually, is growing at a prodigious rate.

Ten years ago only a handful of companies had plans for investment in new producing facilities extending beyond the current year. Today almost all leading companies have investment programs running some years ahead. And keeping pace with these long-range investment plans has been the development of sales and advertising programs to reach tomorrow's greatly expanded markets.

Advertising's Key Role

This crucial role of advertising in providing driving power for our economy is gaining greater recognition every day. In his book, "People of Plenty," Professor David M. Potter of Yale University remarked: "Advertising is not badly needed in an economy of scarcity, because total demand is usually equal to or in excess of total supply, and every producer can normally sell as much as he produces. It is when potential supply outstrips demand—that is, when abundance prevails—that advertising begins to fulfill a really essential economic function."

Today abundance so completely prevails in the United States that it has been conservatively estimated that as much as a third of everything offered for sale falls in the realm of "optional consumption." That is, consumers can "take it or leave it" without any immediate personal inconvenience. But if they decide to "leave it," a terrific economic depression will not be far behind. In such circumstances, advertising—in which, in all of its forms, we are now investing over $10 billion annually—clearly is of crucial importance to our continued prosperity.

In performing its key role in past years, American advertising never realized its full potential. It successfully promoted sales. But it never was called upon to promote an overall economic stability as a direct outgrowth of increased sales.

By successfully promoting both sales and economic stability, as it did in 1954, advertising surely has added new strength to the American economy. It has also added a great new and constructive dimension to advertising itself.

One of the surest means of expanding your sales volume in today's industrial markets is through dominant advertising in the publications directly serving your major customers and prospects.

McGraw-Hill's business and technical publications can give you quick access to the men who initiate, specify and approve the purchases of industrial products and services. Because all are leaders in their respective fields, you are assured a maximum return on your advertising investment when you *concentrate* in the McGraw-Hill publications serving your most important markets.

INCORPORATED · 330 West 42nd St., New York 36, N. Y.

B U S I N E S S I N F O R M A T I O N

WHATEVER YOUR BUSINESS...

The Truck

WHITE 3000 TRUCKS

For city and suburban services and wholesale delivery of all kinds, the White 3000 has many exclusive driving and safety advantages . . . maximum payload . . . functional design.

AMERICA'S MOST ADVANCED MAXIMUM EARNING

WHITE 3000 SERIES

Most distinctive tractor on the highway—the original power tilt-cab since copied without achieving the safety power-tilt feature. Its functional design achieves ideal weight distribution, shorter wheelbase, maximum payloads.

THE WHITE COMPLETE LINE OF HIGHWAY TRACTORS—GASOLINE OR DIESEL—IS ENGINEERED FOR TOP PAYLOADS AT LOWEST FUEL AND OPERATING COSTS!

White

For More

Best Engineered for the job is the Best Economics

White's leadership in engineering improvement is well established. Our advances are constantly being imitated, but unsuccessfully, because no other truck manufacturer has the complete, quality product line, nor the experience, of White specialized truck design.

And no other has the skilled organization and complete facilities to apply advanced, specialized engineering to every truck owner's problems . . . both before and after the sale.

White is the only manufacturer able to offer truck owners in every field the exact combination of engineering components needed for the best performance at the lowest operating cost under the highway laws prevailing in their states.

Under the pressures of high fixed costs, expanding truck mileages and the variety of state laws affecting truck earning power . . . *the best engineering is the best economics.*

THE WHITE MOTOR COMPANY
Cleveland 1, Ohio

MOST COMPLETE LINE OF TRUCKS FOR POWER IN YOUR BUSINESS!

WHITE 4000 and 9000 SERIES

Wide range of models—single axle, tandem axle and pusher tractors. For applications in states where lowest vehicle weight is advantageous — the White 4000. The 90-inch dimension (B-B-C) for maximum tanker length and greater payloads—the White 9000.

Than 55 Years The Greatest Name In Trucks

ADVERTISERS' INDEX

Acme Equipment, Inc. *
Acme Quality Paints, Inc. *
AC Spark Plug Div. of General Motors 116
Acrobilt Bodies, Inc. *
Aeroquip Corp. 161
Alan Wood Steel Co. 68
Albertson & Co., Inc. 192
Allied Decals, Inc. 208
Allis-Chalmers, Engine *
Allison Div., of General Motors 132-133
Alonara Sales, Inc. *
Aluminum Co. of America 91
American Brakeblok 193
American Decalcomania Co. *
American Grease Stick Co. 102
American Hammered Div. of Sealed Power Corp. *
American Instrument Co., Inc. *
American Rayon Institute, Inc. 176-177
American Seating Co. *
American Steel & Wire Div. of U. S. Steel Corp. 103
American Telephone & Telegraph Co. *
American Viscose Corp. 104
Anthes Force Oiler Co. *
Anthony Co. 35
Armco Steel Corp. *
Armstrong Cork Co. 40
Armstrong Rubber Co. 75
Autac, Inc. *
Auto Lamp Mfg. Co. *
Auto Specialties Mfg. Co., Inc. 31

Bartlett Trailer Corp. 98
Baughman Mfg. Company *
B.C.A. Ball Bearings-Federal Mogul Service *
Belden Mfg. Co. *
Bendix Eclipse Machine Div. of Bendix Aviation Corp. *
Bendix Products Div. of Bendix Aviation Corp. *
Bendix Westinghouse Automotive Air Brake Co. 168
Bennett Pump Div. of John Wood Co. 195
Binkley Mfg. Co. 25
Bishman Mfg. Co. *
B & J Tool Co. 190-191
Blackhawk Mfg. Co. 48
Bostrom Mfg. Co. *
Bower Roller Bearings Div. Federal-Mogul Bower Bearings, Inc. 83
Bower Roller Bearings—Federal-Mogul Service 24
Brockway Motor Trucks Div. Mack Trucks, Inc. 205
Brown Trailers Div. Clark Equipment Co. 76-77
Budd Company, The *
Bumpers, Inc. 82
Burton Air Spring Corp. *
B & W Products, Inc. *

Calumet Steel Castings *
Carbide & Carbon Chemicals Co. 80
Cemco Industries, Inc. Third Cover
Champion Spark Plug Co. 72-73
Chemstrand Corp., The *
Chevrolet Motor Div. of General Motors 100-101
Chicago Pneumatic Tool Co. 71
Chicago Rawhide Mfg. Corp. 134-135
Cities Service Oil Co. 42
Clark Equipment Co. *
Clayton Mfg. Co. *
Clevite Service Div. of Clevite Corp. 172
Collins & Associates *
Columbia-Geneva Steel Div. of U. S. Steel Corp. 103
Continental Motors Corp. 107
Cooper Tire & Rubber Co. 99
Copeland Refrigeration Corp. *
Cummins Engine Co., Inc. *
Curtis Mfg. Co. 39

Dana Corporation 79
Daybrook Hydraulic Div. of L. A. Young Spring & Wire Corp. *
Dayton Rubber Co. 122
Dayton Steel Foundry Co., The 137
Delco-Remy Div. of General Motors 124-125
Detroit Diesel Engine Div. of General Motors 120-121
Diamond T Motor Car Co. *
Dietz Co., R. E. *
Dill Mfg. Co. *
Ditzler Color Div. of Pittsburgh Plate Glass Co. *
Divco Truck Div. of Divco-Wayne Corp. 109
Dodge Div. of Chrysler Corp. 44
Dole Refrigerating Co. 131
Dorsey Trailers *
Douglas Co., The *
Dow Chemical Co. 186
DuPont de Nemours & Co., Inc. 9, 158

Eaton Mfg. Co. 19
Eberhard Mfg. Co. 182
Egan Mfg. Co., H. B. 123
Eis Automotive Corp. 93
Electric Auto-Lite Co. 32-33
Erie Malleable Iron Co. *
Exide Automotive Div., Electric Storage Battery Co. *
Everhot Mfg. Co. 209

Faber Laboratories 169
F & B Mfg. Co. *
Federal-Mogul Engine Bearings, Federal-Mogul Service 127
Firestone Tire & Rubber Co. 29, 46-47
Fiske Brothers Refining Co. 159
Ford Motor Co. 23, 164-165
Foster-Built Bunkers, Inc. 215
Fontaine Truck Equipment Co., Inc. 174
Fruehauf Trailer Co. 117
Fuller Mfg. Co. 94

GMC Truck & Coach Div. of General Motors *
Gates Rubber Co., The 96
General Electric Co. *
General Logistics Div. of Aeroquip Corp. 43
Goodrich Co., B. F. 8
Goodyear Tire & Rubber Co., Inc. 1, 15, 20, 21
Grace Sign & Mfg. Co. 82
Great Dane Trailers—48'er Van 156-157
Grey-Rock Div. of Raybestos-Manhattan Inc. 180
Grizzly Mfg. *
Guide Lamp Div. of General Motors *
Gulf Oil Corp. *
Gustin-Bacon Mfg. Co. 17

Hadley Mfg. Co. 131
Harrison Radiator Div. of General Motors 12
Harnischfeger Corp. 51
Hein Werner Corp. 146
Hendrickson Mfg. Co. 10-11
Hertz System, Inc. *
Heyer Industries, Inc. *
Highway Trailer Co. 38
Holland-Hitch Co. 163
Holley Carburetor Co. *
Homan & Co., Inc. 155
Hoof Product Co. *
Hunter Engineering Co. 143
Hunter Mfg. Co. 95
Hutchens & Son Metal Prod., Inc. *

Ingersoll-Rand 118, 119
Inland Mfg. Div. General Motors Corp. *
International Harvestor Co. 128-129

Jetomatic, Inc. *

Kapro Corp., The 199
K-D Lamp Co. 112
K-D Mfg. Co. *
Kelly-Springfield Tire Co. 81
Kendall Refining Co. *
Kent-Moore Organization, Inc. *
Kingham Body and Trailer Kit Div. *
Kold-Hold Div. of Tranter Mfg. Co. 170

Lasco Brake Prod. Corp. Ltd. Div. Laher Spring & Tire Corp. *
Lamson Mobilift Corp. *
Lee Rubber & Tire Co. of N. Y., Inc. 69
Lengor Company, The *
L.O.F. Glass Fibers Co. 194
Lincoln Engineering Co. 206-207
Lindsay Structure, Inc. *
Lipe-Rollway Corp. 136
Liquid Carbonic Corp. *
Luber-Finer, Inc. *
Lucker Mfg. Co. *
Lyncoach & Truck Co., Inc. 41

Macchi & Co. 199
Marshall Eclipse Div., Bendix Aviation Corp. 88-89
Mack Trucks, Inc. 14, 90
McGraw-Hill Pub. Co. 210-211
McQuay-Norris Mfg. Co. 146
McGraw-Edison Co., Clark Division 189
Meyercord Co. 138
Midas, Inc. *
Midland-Ross Corporation 4
Miner, Inc., W. H. *
Minnesota Mining & Mfg. Co. *
Miro-Flex Co., Inc. *
MoPar Parts and Accessories Div. of Chrysler Corp. *
Morco, Inc. *
Motorola Communications & Electronics, Inc. *
Motor Wheel Corp. *
Mulholland-Harper Co. *

National Automotive Parts Assn. *
National Dynamics 115
National System of Garage Ventilation, Inc. 123
National Oil Seals—Federal-Mogul Service 181
National Tube Div. of U. S. Steel Corp. 103
Niehoff & Co., C. E. *

Oakite Products, Inc. 13
Owatonna Tools Co. 162

Packard Electric Div. of General Motors *
Perfect Circle Corp. *
Phillips Petroleum Co. 27
Pittsburgh Plate Glass Co. 171
Practical Mfg. Co. 123
Pure Oil Co. *
Plymouth Div. of Chrysler Corp. 113
Purolator Products, Inc. 183
PSC Automotive Maintenance Co. *
Presto Flex Corp. 208

Radio Corp. of America *
Ramsey Corp. *
Raybestos Div. of Raybestos-Manhattan, Inc. *
Raynor Mfg. Co. *
Reo Div., White Motor Co. *
Reynolds Mfg. Co. *
Reynolds Metals Co. 184-185
Ross Gear & Tool Co. 7
Ross and White Co. 204
Rubatex Div., Great American Industries, Inc. 140
Rubberhide Co., Inc. 208
Scandinavia Belting Co. 173
Schrader's Son, A. 141
Sealed Power Corp. Back Cover
Sears, Roebuck and Co. 37
Service Recorder Co., The 196
Shell Oil Co. *
Sherwin-Williams Co., The *

This index is published as a convenience to the readers. Every care is taken to make it accurate, but Fleet Owner assumes no responsibility for errors or omissions. A star (*) after a company name indicates an advertiser with space appearing in Fleet Owner during the past three months.

Shuler Axle Co. *
Signal-Stat Corp. *
Sinclair Refining Co. 84-85
Snyder Tank Corp. *
Socony Mobil Oil Co., Inc. 34
Sparton Automotive Div. Sparton Corp. *
Sprague Devices, Inc. 142
Standard Oil Co. of California *
Standard Oil Co. (Indiana) 175
Standard Motor Products, Inc. *
Star Machine & Tool Co. *
Stewart-Warner Corp. Second Cover, 92
Stemco Mfg. Co. *
Stow Mfg. Co. *
Studebaker-Packard Corp. 201
Stratoflex, Inc. *
Sturtevant Co., P. A. *
Sunnen Products Co. *

Tennessee Coal & Iron Div. of U. S. Steel Corp. 103
Texas Company, The 2-3
Thermoid Co. 202
Thompson Products, Inc. *
Timken-Detroit Axle Div. of Rockwell Spring & Axle Co. *
Timken-Detroit Brake Div. of Rockwell Spring & Axle Co. *
Timken Roller Bearing Co., The 45
Trailmobile, Inc. 108, 130
Transportation Seating Div. American Wicker Works 102
Truckstell Mfg. Co. *
Tung-Sol Electric, Inc. 144
Turner Halsey Co. 200

Union Asbestos & Rubber Co. 106
Unisteel Body Co. *
United Motors Service Div. of General Motors *
United Engine & Machine Co. *
U. S. Axle Co. 114
U. S. Rubber Co. *
U. S. Steel Corp. 103
U. S. Steel Export Co. Div. of U. S. Steel Corp. 103
U. S. Steel Supply Div. of U. S. Steel Corp. 103
Utica Div., Curtiss Wright Corp. *

Vari-Products Co. *
Valvoline Oil Co., Div. of Ashland Oil & Refining Co. 97
Victor Mfg. & Gasket Co. 105
Vellumoid Co. 131
Vickers Inc., Div. of Sperry Rand Corp. 36

Wagner Electric Corp. 110, 111, 139
Walker Mfg. Co. of Wisconsin 52
Wayne Works Div. Divco-Wayne Corp. *
Weaver Mfg. Co. 198
White Motor Co. 212-213
Wittek Manufacturing Co. *
Wisconsin Motor Corp. 203
Wix Corporation 197
Wohlert Corp. 208
Wolf's Head Oil Refining Co., Inc. 126
World Bestos *

Yankee Metal Products Corp. *

Zenith Carburetor Div. of Bendix Aviation Corp. 160
Zollner Corp. 28

EQUIPMENT

(Used or Surplus New) For Sale 208

WANTED

Equipment 208

ADVERTISERS INDEX

Bus Parts Inc. 208
Cassidy 208
Greyhound Corporation 208
Memphis Equipment Co. 208
Metropolitan De Autobuses Inc. 208
Queen City Chevrolet Comp. 208

YOU SAVE 3 WAYS WITH FOSTER-BUILT

REFRIGERATED SERVICE

LOWER INITIAL, OPERATING AND MAINTENANCE COSTS

AMERICAN STORES CO

One of fleet of insulated meat trucks which uses Foster-Built Dry Ice Bunkers to maintain efficient refrigeration.

No matter what you haul . . . if it requires refrigeration, Foster-Built Dry Ice Bunkers provide the most effective low-cost refrigeration for both fleet AND individual operations . . . frozen or non-frozen loads!

Over-the-road haulers and shippers all over the country like Foster-Built Bunkers because they cost only a FRACTION of the investment required for most mechanical systems.

Economical to operate, Foster-Built Bunkers effect BIG SAVINGS on your dry ice bill . . . and there's absolutely no danger of load loss due to mechanical breakdown!

Maintenance-free operation . . . rugged, simple design and construction assure trouble-free operation.

Foster-Built
DRY ICE TRUCK BUNKERS

EASILY INSTALLED
MAKE YOUR OWN TEST
Order and Install Just One Foster-Built Bunker . . . You'll be amazed at the refrigeration efficiency!

5 MODELS AVAILABLE. There's a Foster-Built Bunker to Fit Every Truck Refrigeration Requirement!

Super Cold Shot

MAIL COUPON FOR COMPLETE INFORMATION

Foster-Built Bunkers, Inc.
Dept. FO-5, 1238 W. Harrison Street
Chicago 7, Ill., Phone: MOnroe 6-6880

☐ Please send information on complete line of Foster-Built Bunkers. ☐ Dry Ice Warehouse List

Name .....
Company .....
Address .....
City ..... Zone ..... State .....

ACROSS THE EDITOR'S DESK

SOMETIMES YOU CAN HELP your readers more by not publishing a story. Here's an example: Some six months ago FLEET OWNER was promised an exclusive story on a research project. After the project got underway, we had special pictures taken and spent a great deal of time and money getting information on the results. We actually sent the story and the engravings to the printer and had the story in finished form. In checking before we published the story we found that the information contained in it would give the unions an unfair advantage in negotiating their contracts. So, while the story would be interesting and helpful to our readers it would also hurt them in their contracts with their local unions. Result? We didn't publish the story . . . and won't until the particular union problem is eliminated.

■

We knew from your response to our last year's October "PM Manual" that it had filled a definite need. And if we had needed further proof of the success of the issue, we got it recently. In competition with the country's top business publications, FLEET OWNER was awarded a first prize in the Fourth Annual Jesse H. Neal Editorial Awards for the October "PM Manual." In the business publishing field this is like winning the Pulitzer Prize. We're proud of the award but it doesn't make us one bit happier than knowing that our readers found it helpful.

■

At the recent meeting of the Private Truck Council we heard the age-old complaint that "trucks should look like trucks . . . why use fancy colors and make 'em gaudy?" Every fleet owner wants trucks painted so they're easy to maintain . . . without frills. But, every fleet owner should realize that there's a happy medium between the two points of view. A recent FLEET OWNER survey showed that 19.3% of the people buying a service for the first time were influenced by the condition of the vehicle. Who can afford to throw away 19.3% potential business just to make a truck look like a truck?

It looks like most safety campaigns and safety programs in the country are using the wrong pitch. Opinion Research Corp. has just issued a study (sponsored by Pure Oil and the ATA Foundation) which shows, among other things, that 100% of the drivers classify themselves as good drivers. Therefore, the appeal "here's how to be a good driver" falls on deaf ears. Also, the "life you save may be your own" appeal doesn't work either because the majority of those participating in the study said: "I'm not worried about getting killed. At least, all my troubles will be over then." Opinion Research suggests that the best selling pitch is educational. "The good driver keeps up with progress on the highways" is one way to state the theme.

■

If you've ever wondered why a set of instructions you've given is not carried out, here's one answer. If you're sole owner of a company, you carry with you 100% of the information you need to run your company. When you hire your first assistant, you can only give him 80% of your knowledge. A second man gets 52%, a third 41%, a fourth 14%, and a fifth 7%. If you aren't able to improve internal communications, you'd better not hire that sixth man.

■

We wonder how many of the so-called public relations firms stay in business. Of the hundreds of releases we receive each week, the majority are over-written, incomplete and, in some cases, incorrect. We got the prize recently. Here's one sentence from it: "As part of the . . . fleet these coaches, in addition to the lavatory have an improved air-conditioning system and adjustments in the interior seating arrangements, which will allow more leg room for passenger comfort." It just could be indecent . . . we can't be sure.

Caswell Speare
Editor

INSIDE STORY OF INTRA-PLANT MOVEMENT

"Wouldn't stay on this job a minute without the CEMCO TRAILER JOCKEY"

Take a look at your intra-plant problem. Maybe you can take a leaf out of Consolidated Paper's book.

"South side . . .

West side . . .

all around the town"

Consolidated's three plants in Monroe, Michigan, are all within a couple of miles of each other. From one plant to another there are half a dozen railroad crossings and the usual quota of ups and downs. Consolidated could not possibly move up to 100 trailers daily with one tractor, using the hand-cranking of landing gear.

Driver Gil Runyon (pictured above, at left), eleven year employee of Consolidated Paper Company (Monroe, Mich.), knows a good thing when he has it.

The "spotter," as Gil calls the CEMCO Trailer Jockey, works two tricks a day regularly and puts a sturdy shoulder under 75 to 100 trailers daily. This has been going on for about five years — with a considerable dose of "round-the-clock" operation during the first year. Trailers, flat beds, liquid tankers — they all need spotting. Incoming bodies loaded with scrap paper need to be weighed before and after unloading, etc. Net result: The CEMCO "spotter" is just about the busiest and most respected piece of trucking equipment on the premises.

Hydraulic power under the 5th wheel — 37,500 to 65,000 pounds upward heave, cab-operated! No hand-cranking of landing gear! Takes *seconds* where it used to take minutes.

CEMCO INDUSTRIES, INC.

GALION, OHIO

MANUFACTURERS OF: CEMCO—TRAILER JOCKEYS, FIFTH WHEEL CRANES, SPLIT-SHAFT PTO, DOCK RAMPS, PORTABLE LUBRICATING UNITS, BULK MATERIAL CARRIERS

Unprecedented acceptance for Sealed Power's NEW Stainless Steel Oil Ring

The Stainless Steel oil ring is now being featured in KromeX piston ring sets for engines which require super oil rings for top performance.

IMPORTANT ADVANCES

Proper axial pressure of the side rails against sides of grooves assures side-sealing—even under high vacuum conditions of deceleration.

Circumferential abutment type design makes the ring independent of the contour and depth of piston groove. It exerts its pressure uniformly . . . conforms more readily to the bore.

SEALED POWER CORPORATION · MUSKEGON, MICHIGAN

Sealed Power KromeX Ring Sets

BEST FOR RE-RING! **BEST FOR RE-BORE!**

For you it means...

installations where the oil ring holds full tension at engine operating temperatures, gives maximum oil control. An oil ring that resists sludging and clogging, will not corrode.